

INPUT

PRODUCTION WORK ORDER

(Please fill out both sides)

DATE IN: 1/14/90 DATE DUE: Peter Lines PROJECT CODE: VE-VAP
 AUTHORIZED BY: Peter Lines ☒ NEW ☐ REPEAT ☐ REPEAT W/CHANGE

WORK SPECIFICATIONS

DATE OF PRESENTATION: _____

Additional Information _____

- ☐ 35mm Slides _____
☐ Foils _____
☐ Exhibits _____
☐ Questionnaire _____
☐ Letter _____
☐ Business Card _____
☐ Note Paper _____
☐ Newsletter _____
☐ News Release _____
☐ Form _____
☐ Brochure _____
☐ Cover Design _____
☐ Other DIRECTORY _____
 Number of pages submitted _____ Text _____
 _____ Graphics _____

SPECIAL INSTRUCTIONS

50 COPIES

PRINTING SPECIFICATIONS

- Quantity/Slides/Foils _____
 Quantity/Hard Copy _____
 Paper Size _____ X _____
 Finished Size _____ X _____
 Number of Pages _____
☐ Outside Printer _____
☐ Photocopy _____
☐ Single side _____
☒ Double side _____
☒ Three hole punch _____
☐ Velobind punch _____
☐ Trim to _____ X _____
☐ Binding _____
☐ Cover _____
☐ Paper Color _____
☐ Ink Color _____
☐ Copyright Paper _____
☐ Fold ☐ 1/2 fold ☐ 1/3 fold _____
☐ Pad _____
☐ Saddle Stitch _____
☐ Box _____
☒ Shrink Wrap _____
☐ Staple ☐ Corner ☐ 2 on side _____

MAILING SPECIFICATIONS

Envelope: ☐ No. 10 ☐ 9 x 12 ☐ 10 x 13 ☐ Reply Envelope Quantity _____
☐ First Class ☐ Bulk ☐ Address Labels (Zip Code Order)

Enclosures:

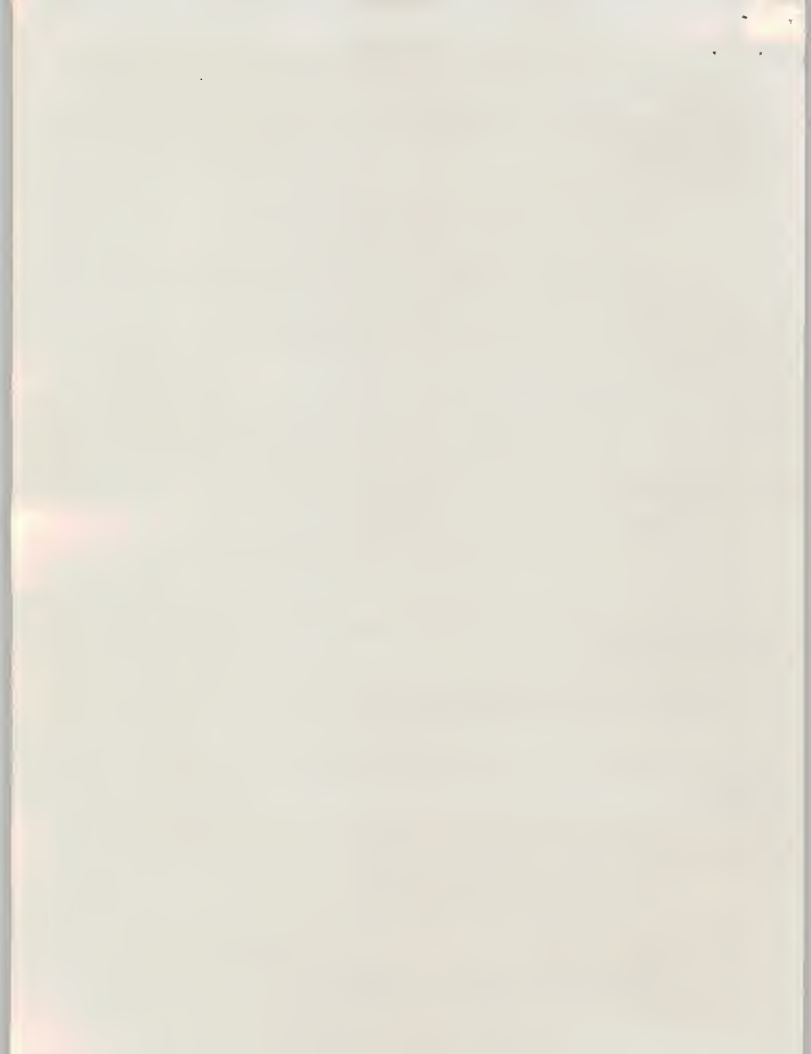
- ☐ Letter _____
☐ Questionnaire _____
☐ Newsletter _____
☐ News Release _____
☐ Form _____
☐ Brochure _____
☐ Business Reply Envelope _____
☐ Other _____

Distribution: Quantity

- ☐ Initial Mailing _____
☐ Shelf Stock _____
☐ NJ _____
☐ DC _____
☐ London _____
☐ Paris _____
☐ Japan _____
 TOTAL _____

MAIL 50 COPIES DIRECTLY TO:

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QUALITY CONTROL PROOFREADING SIGNOFF

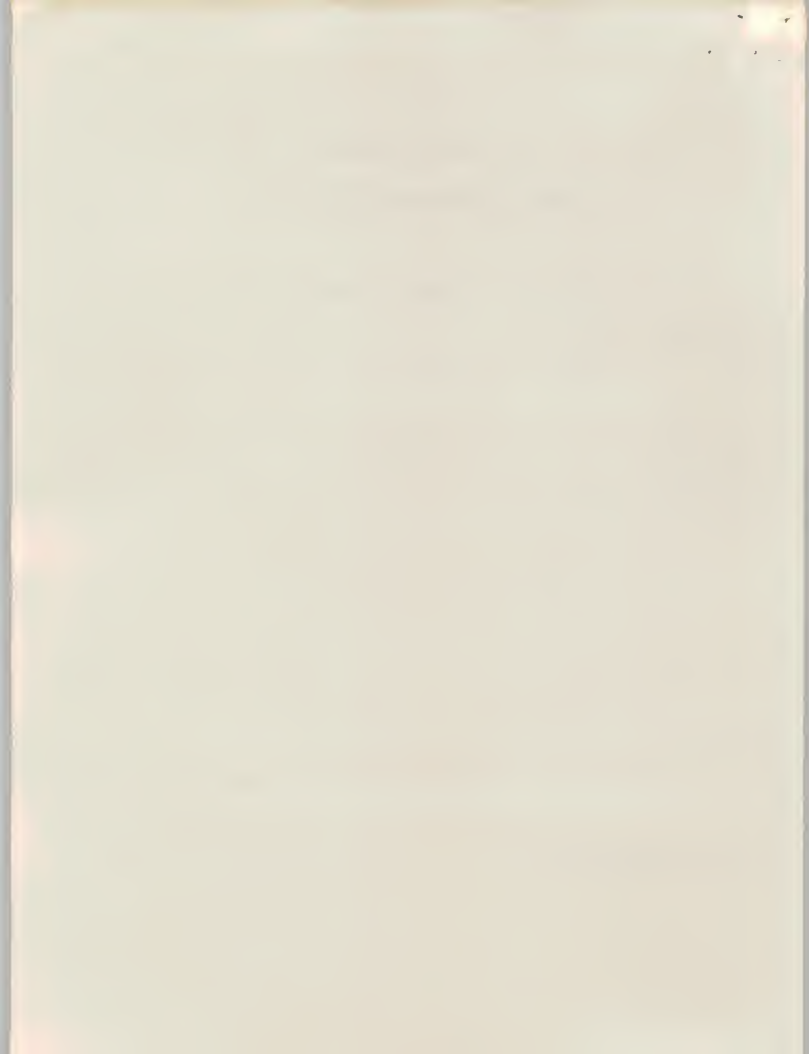
DESCRIPTION VE-VAP DIRECTORY 1990

PROJECT CODE VE-VAP

AUTHOR CAROLINE PROTTIER 568

DATE TO PROOFREADER	TO BE PROOFED BY	INITIAL	DATE
1/18 CT			
FINAL Q.C.			

☐ READY FOR PRINTER



CAROLINE FROTTIER
Consultant

Andrea,

This is the VE-VAP directory
for 1990.

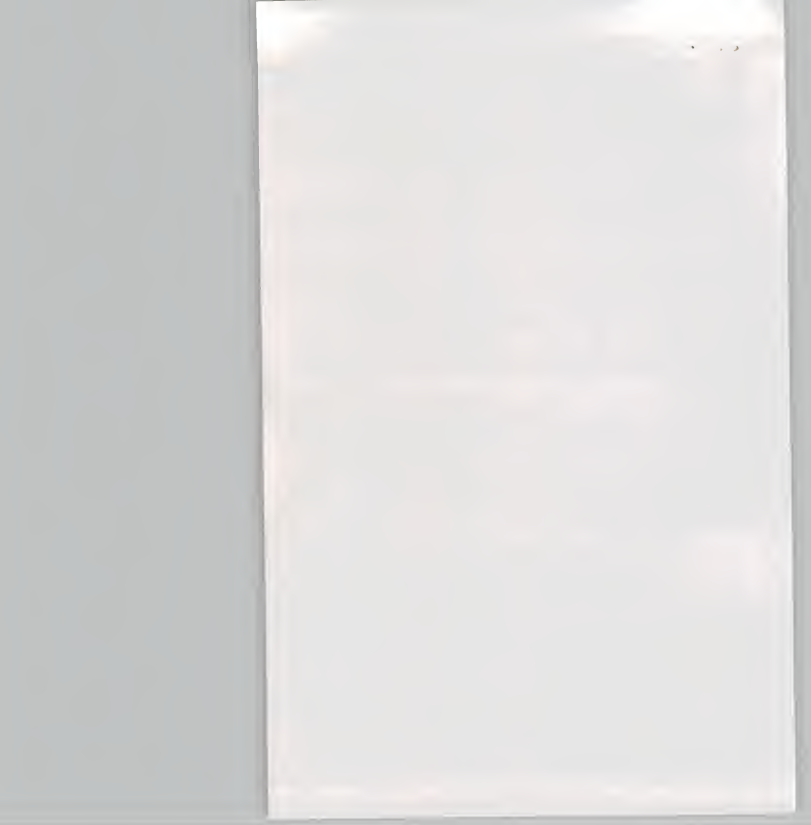
Can you please print
out 50 copies shrink wrapped.

It has been proof read.

It might need a few page
setting "tweeks".

Thanks -

Caroline



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
A U S T R I A

Adler-Data GmbH

Dornbacher Str. 82
A-1170 Wien
Austria
Telephone: (43)-222-462671-0
Fax: (43)-222-462671-31
Services: Software, ProfSvcs
Profile: No

President/CEO: H. Dr. Peter Adler
CFO: Fr. Valentin
Private Company
Total Employees: 10
Total Revenue, FYE(12/88): 10.0 mSch

BEKO GmbH

Modcenterstr. 22
Haus A/1
1030 Wien
Austria
Telephone: (43)-222-79151554
Fax: (43)-222-79151576
Services: Processing, ProfSvcs
Profile: No

President/CEO: H. Kotauczek
CFO: H. Weissenlehner
Private Company
Total Employees: 450
Total Revenue, FYE(12/88): 120.0 mSch

Data-Service

Landstrasse 5
1030 Wien
Austria
Telephone: (43)-222-71143265
Fax: (43)-222-71143266
Services: Processing, ProfSvcs
Profile: No

President/CEO: H. Dolinek
CFO: H. Iell
Subsidiary of Commerzielle Bank Austria
Total Employees: 157
Total Revenue, FYE(12/88): 370.0 mSch

Digitech

Anton-Bosch-Gasse 17/5
1210 Wien
Austria
Telephone: (43)-222-306775
Services: Software, ProfSvcs
Profile: No

President/CEO: H. Graph
CFO: H. Leach
Private Company
Total Employees: 20
Total Revenue, FYE(12/88): 25.0 mSch

Grz Linz GmbH

Goethestr. 80
A-4020 Linz
Austria
Telephone: (43)-732-667211-0
Fax: (43)-732-667211-220
Services: Processing
Profile: No

President/CEO: I.H. Keplinger
CFO: H. Dimberger
Subsidiary of Raiffeisen Landesbank
Total Employees: 250
Total Revenue, FYE(03/89): 250.0 mSch



Management Data

Julius Tandler Platz
1090 Wien
Austria
Telephone: (43)-222-31333-8100
Fax: (43)-222-317188
Services: Software, ProfSvcs
Profile: No

President/CEO: G. Kratky
CFO: F. Petrides
Subsidiary of Creditanstalt
Total Employees: 110
Total Revenue, FYE(12/89): 350.0 mSch

Mannesmann-Kienzle

Linge Wien Zeile 234
1150 Wien
Austria
Telephone: (43)-222-757578-0
Fax: (43)-222-891191-59
Services: Turnkey
Profile: No

President/CEO: H. Crumbock
CFO: H. Hever
Subsidiary of Mannesmann Germany
Total Employees: 240
Total Revenue, FYE(12/88): 340.0 mSch

Progress Software GmbH

SCS Bueroenter
A-2334 Vocsendorf
Austria
Telephone: (43)-222-696603
Fax: (43)-222-696603-99
Services: ProfSvcs
Profile: No

President/CEO: Josef W. Berl
CFO: Josef W. Berl
Subsidiary of Progress Software (U.S.A.)
Total Employees: 5
Total Revenue, FYE(11/89): 7.7 mSch

Sigma AG.

Formanek Gasse 12
A-1190 Wien
Austria
Telephone: (43)-222-366336-0
Fax: (43)-222-366336-28
Services: Software
Profile: No

President/CEO: H. Wanke
CFO: H. Ertraut
Private Company
Total Employees: 25
Total Revenue, FYE(12/88): 75.0 mSch (estimate)

Software AG. (Austria)

Schottenfeldgasse 69
A-1070 Wien
Austria
Telephone: (43)-222-961611-0
Fax: (43)-222-966526
Services: Software
Profile: No

President/CEO: Dieter H. Keppler
Subsidiary of Software AG. Germany
Total Employees: 40
Total Revenue, FYE(12/89): 52.0 mSch



Voest-Alpine

Turmstrasse 44

Postfach 4

A-4031 Linz

Austria

Telephone: (43)-732-5858590

Fax: (43)-732-5850714

Services: Software, Turnkey

Profile: No

President/CEO: H. Guserl

CFO: H. Schwarzgruber

Private Company

Total Employees: 2,300

Total Revenue, FYE(12/88): 700.0 mSch



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
BELGIUM

A-C Service Belgique (Automation Center) SA

60/62 Quai Des Charbonnages
1080 Bruxelles
Belgium
Telephone: (32)-2-428-3157
Services: Software, Processing
Profile: Yes

President/CEO: Mr. Jacquemyns
Private Company
Total Employees: 40
Total Revenue, FYE(12/88): 180.0 mBF

Administra (GPE)

Raketstraat 60
1130 Bruxelles
Belgium
Telephone: (32)-2-216-2885
Fax: (32)-2-216-3392
Services: ProfSvcs
Profile: No

President/CEO: Mr. Borgestoff
Private Company
Total Employees: 200
Total Revenue, FYE(12/88): 1,000.0 mBF

AIS

Rue Des Palais 122
1210 Bruxelles
Belgium
Telephone: (32)-2-242-2406
Services: Processing
Profile: No

Public Corporation
Total Employees: 10

BIM

Kwikstraat 4
3078 Everberg
Belgium
Telephone: (32)-2-759-5925
Fax: (32)-2-759-4795
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Michel Van Den Bossche-Marquette
Private Company
Total Employees: 120
Total Revenue, FYE(12/89): 770.0 mBF

Cap Gemini SESA

2, Boulevard de la Woluwe
1150 Bruxelles
Belgium
Telephone: (32)-2-770-0053
Fax: (32)-2-770-0172
Services: ProfSvcs
Profile: No

President/CEO: Jean Milan
Subsidiary of Cap Gemini Sogeti
Total Employees: 200
Total Revenue, FYE(12/88): 790.0 mBF



Cegeka N.V.

Universiteitslaan 9

B-3500 Hasselt

Belgium

Telephone: (32)-11-24 02 11

Fax: (32)-11-24 28 71

Services: Customer Svcs, ProfSvcs

Profile: Yes

President/CEO: P. Mattheessens

CFO: S. Cox

Private Company

Total Employees: 42

Total Revenue, FYE(12/88): 118.0 mBF

Comase SA

Av. Paul Pastur 361

6100 Mont Sur Maschienne

Belgium

Telephone: (32)-71-439345

Fax: (32)-71-433581

Services: ProfSvcs

Profile: No

President/CEO: Jean Luc Henry

Private Company

Total Employees: 12

Comecan S.A.

Avenue Louise 489

1050 Bruxelles

Belgium

Telephone: (32)-2-648-5584

Services: Processing

Profile: No

Subsidiary of Ogilvy & Mather

Total Employees: 3

Total Revenue, FYE(12/88): 20.0 mBF

Comshare Belgium BV.

Leuvensesteenweg 392 B

1940 Sint-Stevens-Wolove

Belgium

Telephone: (32)-2-725-1644

Fax: (32)-2-725-3032

Services: Software

Profile: No

President/CEO: Mr. Frank Peeters

Subsidiary of Comshare (U.K.)

Total Employees: 13

Total Revenue, FYE(06/90): 72.0 mBF

CSC Belgium

Avenue Louise 350-358 Bte 1

1050 Bruxelles

Belgium

Telephone: (32)-2-6450303

Fax: (32)-2-6473702

Services: ProfSvcs

Profile: Yes

President/CEO: John M. Thompson

Subsidiary of CSC Computer Sciences Corporation

Total Employees: 1,700 (Europe)

Total Revenue, FYE(12/89): \$145 m (Europe)



Data Process Belgium N.V./S.A.

Antwerp Tower
De Keyserlei 5 Bus 24
2000 Antwerpen
Belgium
Telephone: (32)-3-234-3333
Fax: (32)-3-231-7474
Services: ProfSvcs
Profile: No

President/CEO: Mr. Holemans
Private Company
Total Employees: 135
Total Revenue, FYE(12/89): 325.0 mBF

Econocom Services N.V./S.A.

Brixton Laan 24
1930 Zaventem
Belgium
Telephone: (32)-2-720-9820
Services: ProfSvcs
Profile: No

President/CEO: Mr. Brondelet
CFO: Ms. C. Derine
Subsidiary of Econocom Belgium
Total Revenue, FYE(88): 245.4 mBF

Gerac - Gemenschappelijk

Rekenadevitatie Centrum
Arenbergstraat 24
2000 Antwerp
Belgium
Telephone: (32)-3-221-0300
Fax: (32)-3-233-7786
Services: ProfSvcs
Profile: No

President/CEO: Mr. Bepessenir
Subsidiary of CMV
Total Employees: 26
Total Revenue, FYE(12/88): 100.0 mBF

INSYS

Chaussee De Haecht 176
1030 Bruxelles
Belgium
Telephone: (32)-2-231-1425
Fax: (32)-2-230-8210
Services: ProfSvcs
Profile: No

President/CEO: Mr. Michel Duvivier
Subsidiary of Informabel
Total Employees: 27
Total Revenue, FYE(12/88): 65.0 mBF

Manasco NV

Kuiermansstraat 1
2920 Kapelle Od-Den-Boj
Belgium
Telephone: (32)-15-71-11-11
Fax: (32)-15-71-14-35
Services: ProfSvcs
Profile: No

Subsidiary of Compagnie Financiere, Eteroutremer
Total Employees: 30
Total Revenue, FYE(12/88): 109.0 mBF

McCormack & Dodge Belgium

Avenue Louise 326 Bte 13
1050 Brussels
Belgium
Telephone: (32)-2-647-7820
Fax: (32)-2-648-6638
Services: Software
Profile: No

President/CEO: Mr. Warnotte
Subsidiary of McCormack & Dodge-Netherlands
Total Employees: 13



Orda-B NV

Interleuvenlaan 27
3030 Heverlee-Leuven
Belgium
Telephone: (32)-16-280211
Fax: (32)-16-225331
Services: SoftwareSvcs
Profile: No

President/CEO: John Dirck
Private Company
Total Employees: 200
Total Revenue, FYE(12/88): 650.3 mBF

Raet Belgium NV

Silicon Ctr, 32 Verdieping
Wilrijkstraat 37/45
2200 Antwerpen
Belgium
Telephone: (32)-3-271-1080
Fax: (32)-2-721-4285
Services: ProfSvcs
Profile: No

President/CEO: Jean Wouteis
Subsidiary of Raet-Nederland
Total Employees: 100
Total Revenue, FYE(12/88): 250.0 mBF

Stesid N.V.

Moutstraat 140
9000 Gent
Belgium
Telephone: (32)-91-401511
Fax: (32)-91-401510
Services: ProfSvcs
Profile: No

President/CEO: Mr. Geerkens
Subsidiary of Informabel
Total Employees: 105
Total Revenue, FYE(12/89): 240.0 mBF

Thijssen Field Service

Kestelstraat 194
B 9360 Buggenhout
Belgium
Telephone: (32)-52-330160
Fax: (32)-52-337764
Services: ProfSvcs
Profile: No

Subsidiary of Thyssen Field Service
Total Employees: 22
Total Revenue, FYE(89): 100.0 mBF



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
DENMARK

Bording Data A/S

Datagården
Tagensvej 86
2200 København N
Denmark
Telephone: (45)-43-434333
Fax: (45)-43-632524
Services: ProfSvcs
Profile: Yes

President/CEO: Georg Muller
CFO: Finn Egede
Private and Subsidiary of Fe-Bording
Total Employees: 231
Total Revenue, FY(12/89): 128.6 m Dkr

CMA Data A/S

46B Marielundvej
DK-2730 Herlev
Denmark
Telephone: (45)-42-918833
Fax: (45)-42-842950
Services: Software, Customer, ProfSvcs
Profile: Yes

President/CEO: Jon Mikkelsen
CFO: Henning Peterjen
Subsidiary of Atlantic Gruppen Holding A/S
Total Employees: 153
Total Revenue, FYE(12/89): 106.0 mDK

Computer Resources International A/S

Bregnerodvej 144
DK-3460 Birkerød
Denmark
Telephone: (45)-45-82 2100
Fax: (45)-45-821766
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 286
Total Revenue, FYE(12/89): 143.1 mDK

daNet A/S

Blokken 9
3460 Birkerød
Denmark
Telephone: (45)-45-82 1600
Fax: (45)-45-82 1644
Services: Network
Profile: No

President/CEO: Steen W. Meedom
Marketg Mgr: Birte Kastrup Rasmussen
Subsidiary of IBM and Danish Telecom
Total Employees: 160

I/S Datasenralen AF 1959

Retortvej 8
2500 Valby
Denmark
Telephone: (45)-31-46-8122
Services: Software, Processing
Profile: Yes

President/CEO: Hans Wurtzen
Owned by the state
Total Employees: 1,574
Total Revenue, FYE(12/89): 1.02 mDK



Datema A/S

61 Kongevej 1
1610 København
Denmark
Telephone: (45)-31-22-6011
Fax: (45)-31-22-4405
Services: Software, ProfSvcs, SysInt
Profile: No

President/CEO: Bo
Subsidiary of Datema Sverige (Sweden)
Total Employees: 75
Total Revenue, FYE(12/88): 26.0 mDK

DDC International A/S

Lundtoftevej 1,C
DK-2800 Lyngby
Denmark
Telephone: (45)-42-87-1144
Fax: (45)-42-872217
Services: Software
Profile: No

President: Ole Oest
Private Company
Total Employees: 42
Total Revenue, FYE(12/89): 32.0 mDK (estimate)

GN Data (Tidana)

Energivej 30
2750 Ballerup
Denmark
Telephone: (45)-2-977-777
Services: Processing, SysInt
Profile: No

President/CEO: Mr. Fledelius
Private Company
Total employees: 75
Total Revenue, FYE(12/88): 75.0 mDK

JDC Data A/S

Hædagervej
7100 Vejle
Denmark
Telephone: (45)-75-816400
Fax: (45)-75-816095
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: Kristian Møller
Subsidiary of NCR Denmark
Total Employees: 511
Total Revenue, FYE(12/88): 315.1 mDK

KD-Data

Provsnavej 1
2605 Brøndby
Denmark
Telephone: (45)-1-70-7700
Fax: (45)-36-720177
Services: ProfSvcs
Profile: No

President/CEO: Carsten Neumann
Private Company
Total Employees: 104
Total Revenue, FYE(12/89): 100.0 mDK

Kommunedata I/S

Vester Sogade 10,4
DK1601 Copenhagen V
Denmark
Telephone: (45)-31 15 57 00
Fax: (45)-31 11 23 25
Services: Processing, SysInt
Profile: Yes

President/CEO: Heine Simoni Jørgensen
CFO: Kjeld Jensen
Local Government owned
Total Employees: 1,883
Total Revenue, FYE(12/89): 1,194 mDK



Landbrugets EDB - Center

Bytoften
8240 Risskov
Denmark
Telephone: (45)-86-21-4000
Fax: (45)-86-21-0517
Services: Processing
Profile: Yes

Chairman: A. Toft Fensvig
Managing Director: John Sander Nissen
Subsidiary
Total Employees: 700
Total Revenue, FYE(12/88): 338.0 mDK

OK Data

Box 818
2100 København
Denmark
Telephone: (45)-31-20-5511
Fax: (45)-31-29-4267
Services: Processing, ProfSvc
Profile: No

President/CEO: Karl Henrik Bang
Subsidiary of OK Data
Total Employees: 220
Total Revenue, FYE(12/88): 180.0 mDK

PBS

10 Lautrupbjerg
2750 Ballerup
Denmark
Telephone: (45)-42-684468
Fax: (45)-42-926633
Services: Processing
Profile: Yes

President/CEO: Jens Kristian Lorenzen
Subsidiary of Gamir of Denmark
Total Employees: 711
Total Revenue, FYE(12/89): 689.3 mDK

Sim Corp A/S

Kompagnistraede 20
DK 1208 København
Denmark
Telephone: (45)-33-12-8300
Fax: (45)-33-12-1392
Services: Software
Profile: Yes

President/CEO: Flemming Tamstorf
CFO: Jørn Mollegaard
Total Employees: 105
Total Revenue, FYE(12/89): 55.0 mDK

Telub Service A/S

Naverland 29
DK 2600 Glastrup
Denmark
Telephone: (45)-42-45-8844
Profile: No

Subsidiary of FFV Sweden
Total Employees: 36
Total Revenue, FYE(12/89): 18.0 mDK

Tri-Data A/S

Niels Bohrsvej 8
6000 Kolding
Denmark
Telephone: (45)-5-52-8444
Fax: (45)-5-50-1918
Services: Software, SysInt
Profile: No

President/CEO: Borge Thygesen
Private Company
Total Employees: 31
Total Revenue, FYE(12/88): 43.0 mDK



WM-Data Konsulent A/S

Buddingevej 308

DK-2860 Soborg

Denmark

Telephone: (45)-39-660244

Fax: (45)-39-660412

Services: ProfSvcs

Profile: No

President/CEO: Hans Mellstrom

Subsidiary of WM-Data Sweden

Total Employees: 50

Total Revenue, FYE(12/89): 45.0 mDK



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
FINLAND

The Finnish State Computer Centre (VTKK)

PO Box 40

02101 Espoo SF

Finland

Telephone: (358)-9-4571

Fax: (358)-9-457 3620

Services: ProfSvcs, Processing

Profile: Yes

MD: Juhani Ryhanen

Government owned

Total Employees: 1000

Total Revenue, FYE(12/88): 387.3 mFM

KT-Tietokeskus OY

PL 28 POB 28

SF-00931 Helsinki

Finland

Telephone: (358)-34-361

Fax: (358)-34-36370

Services: ProfSvcs, Processing, Software

Profile: Yes

MD: Matti Hulkkonen

Public Company

Total Employees: 300

Total Revenue, FYE(12/88): 142.6 mFM

Telub Service OY

Kornfallsvagen 2A

SF 6800 Helsingfors

Finland

Telephone: (358)-7-22733

Services: ProfSvcs

Profile: No

Subsidiary of FFV Sweden

Total Employees: 21

Total Revenue, FYE(/88): 9.2 mFM

Tietotehdas OY

Nihtisillantie 1

02630 Espoo

Finland

Telephone: (358)-9-5251

Fax: (358)-9-526 2488

Services: ProfSvcs, Network

Profile: Yes

MD: Matti Lenti

Public Company

Total Employees: 1600

Total Revenue, FYE(12/89): 849.0 mFM



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
FRANCE

ABS Informatique

B P 38
62270 Frevent
France
Telephone: (33)-210-36200
Services: Software
Profile: No

President/CEO: M. Pannequin
Private Company
Total Employees: 5
Total Revenue, FYE(12/88): 0.8 mFF

Acomis

15 rue des Champs
92600 Anieres
France
Telephone: (33)-4791 1031
Fax: (33)-47330700
Services: ProfSvcs
Profile: No

President/CEO: De Una Cid
Private Company
Total Employees: 12
Total Revenue, FYE(12/88): 5.0 mFF

ADDE Marketing

17 rue Louise Michel
BP 29
92300 Levallois-Perret Cedex
France
Telephone: (33)-4758-7841
Fax: (33)-4758-7646
Services: ProfSvcs
Profile: No

President/CEO: M. Rambert
Private Company
Total Employees: 23
Total Revenue, FYE(12/88): 12.5 mFF

Ageris

137 Boulevard Voltaire
75011 Paris
France
Telephone: (33)-1-40-09-3200
Services: Processing, ProfSvcs
Profile: No

President/CEO: Christian Cuillery
Subsidiary of SITB Group
Total Employees: 160

Agest Informatique

48/50 rue Sarret
75014 Paris
France
Telephone: (33)-45-40-8818
Services: Software
Profile: No

Private Company
Total Employees: 5
Total Revenue, FYE(12/88): 3.0 mFF



Alcatel Answare

1, rue Galvani
BP110
91301 Massy Cedex
France
Telephone: (33)-69-81-1100
Fax: (33)-60-11-6007
Services: Turnkey, ProfSvcs
Profile: Yes

PDG: Claude Goguel
DG: Paul Caizergues
Subsidiary of Cit Alcatel & Telic Alcatel
Total Employees: 750
Total Revenue, FYE(/89): 280.0 mFF

Alcatel ISR

523 Terrasse de l'Agora
91 034 Evry Cedex
France
Telephone: (33)-1-60 91 22 00
Fax: (33)-1-60 79 10 15
Services: Software, Professional, Turnkey
Profile: Yes

MD: Bernard Vargel, J-C. Fovassier
Subsidiary of Alcatel
Total Employees: 450
Total Revenue, FY(/89): 190 mFF

Alcatel Titn SA

1 rue Galvani
BP 110
91301 Massy Cedex
France
Telephone: (33)-1-69-81-1100
Fax: (33)-1-69-20-1504
Services: Software
Profile: Yes

President/CEO: Claude Goguel
Subsidiary of Alcatel
Total Employees: 550
Total Revenue, FYE(/89): 320.0 mFF

Alslys

29 Avenue Lucien Rene Duchesne
78170 La Celle St. Cloud
France
Telephone: (33)-39 18 12 44
Fax: (33)-39 18 26 80
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Jean Ichbiah
Private Company
Total Employees: 160
Total Revenue, FYE(12/88): 93.0 mFF

Al-Tran Technologie

58 Boulevard Gouvien
St. Cyr
75017 Paris
France
Telephone: (33)-4757-2050
Fax: (33)-4757-4559
Services: ProfSvcs
Profile: No

President/CEO: M. Martigny
Private Company
Total Employees: 750
Total Revenue, FYE(12/89): 300.0 mFF



AMI

Immeuble Diagonale Ouest
10, rue Joel le Theule BP 254
78052 St. Quentin en Yvelines Cedex
France
Telephone: (33)-30-64-4422
Services: ProfSvcs
Profile: No

President/CEO: Marc Andre
Private Company
Total Employees: 355
Total Revenue, FY(/88): 91.6 mFF

AMSI SA

Parc d'Activite de Pichiaury
Rue P. Berthier
13763 Aix Les Milles Cedex
France
Telephone: (33) 1 42 37 60 24
Fax: (33) 1 43 37 60 02
Services: Software, Professional, Turnkey
Profile: Yes

President/CEO: Christian Marquie
MD: Gilbert Sicard
Private Company
Total Employees: 152
Total Revenue, FY(12/89): 120 mFF

AMTI

6 rue Emile-Reynaud
Tour Pariferic
93396 Aubervilliers
France
Telephone: (33)-1-48-39-8610
Services: ProfSvcs
Profile: No

President/CEO: Yves Mellanger
Private Company
Total Employees: 110
Total Revenue, FYE(/89): 98.0 mFF

Apside

6 rue Paul Baudry
75008 Paris
France
Telephone: (33)-1-43-59-2700
Services: ProfSvcs, Network
Profile: No

President/CEO: M. Klar
Private Company
Total Employees: 190
Total Revenue, FYE(/89): 90.0 mFF

Ares Projet

3 Avenue de Norvege
Zone d'activite de Courtaboeuf
91953 Les Ulis Cedex
France
Telephone: (33)-69 28 22 73
Fax: (33)-69 28 19 18
Services: Software
Profile: Yes

President/CEO: M. Bourlier
Private Company
Total Employees: 245
Total Revenue, FYE(12/89): 300.0 mFF

ASTR

94-96 rue de Paris
Boulogne-Billancourt Cedex
92513
France
Telephone: (33)-46-03-8778
Services: ProfSvcs
Profile: No

President/CEO: M. Raganien
CFO: M. Muret
Subsidiary of Group Concept SA
Total Employees: 60
Total Revenue, FYE(12/89): 60.0 mFF



Atya Informatique

9 rue Pages
92156 Guresnes Cedex
France
Telephone: (33)-1-42-04-8000
Fax: (33)-1-42-04-8080
Services: ProfSvcs
Profile: No

President/CEO: J.P. Ducroquet
CFO: J.L. Segains
Private Company
Total Employees: 25
Total Revenue, FYE(12/89): 22.0 mFF

Axone

Tour Neptune Cedex 20
92086 Paris la Defense
France
Telephone: (33)-47-73-6364
Fax: (33)-47-73-5982
Services: Software, Network
Profile: No

President/CEO: Gotman
CFO: De Murat
Privately owned by IBM France, Sesa, Credit Agricole
Total Employees: 110
Total Revenue, FYE(12/88): 60.0 mFF

Beri

4 Boulevard du General de Gaulle
94270 Le Kremlin Bicetre
France
Telephone: (33)-46-71-2828
Services: ProfSvcs
Profile: No

President/CEO: G. Larrouture
Subsidiary of Reynolds & Reynolds Group
Total Employees: 130
Total Revenue, FYE(/88): 500.0 mFF (estimate)

BSI

12, rue Avaulee
92240 Malakoff
France
Telephone: (33)-1-46 57 14 00
Fax: (33)-1-46 57 70 80
Services: Professional
Profile: Yes

President/CEO: Jean Francois Michon
Subsidiary of Telesmart
Total Employees: 145
Total Revenue, FY(/88): 122.0 mFF

Borland International

BP 6, 43 Avenue de l'Europe
78141 Velizy Cedex
France
Telephone: (33)-39-46-9669
Services: ProfSvcs
Profile: No

President/CEO: M. Schaubert
Subsidiary of Borland Corp. (U.S.A.)
Total Employees: 55
Total Revenue, FYE(/88): 55.0 mFF (estimate)

CAP Gemini Sogeti

Head Office
6 Boulevard Jean Pain
B.P. 206
38005 Grenoble Cedex
France
Telephone: 33 76 44 82 01
Services: Professional, Software, Turnkey
Profile: Yes

Chairman: Serge Kampf
Vice Chairman: Philippe Dreyfus
Status: Public
Number of Employees: 17,000
Revenue (FYE 31-12-89): \$1.1 billion



CDF Informatique

120, rue du Faubourg St. Honore
75 008 Paris

France

Telephone: (33-1) 42 56 44 68

Fax: (33-1) 42 56 44 92

Services: Processing, Professional, Network, Software

Profile: Yes

President: Bernard Joseph

Subsidiary of Les Charbonnages de France

Total Employees: 600

Total Revenue, FY(/89): 390 mFF (estimated)

Cebea-Metz

57 rue St. Eloi

57050 Metz

France

Telephone: (33)-87-30-1730

Fax: (33)-87-32-2285

Services: ProfSvcs

Profile: No

President/CEO: Reme Kirch

Private Company

Total Employees: 80

Total Revenue, FYE(03/89): 50.0 mFF

Cegid

133/125 Avenue B. Buyer

69322 Lyon Cedex 05

France

Telephone: (33)-72-32-0817

Fax: (33)-72-38-2899

Services: ProfSvcs

Profile: Yes

President/CEO: J.M. Aulas

Private Company

Total Employees: 400

Total Revenue, FYE(12/89): 500.0 mFF

CGE (Compagnie Generale d'Electricite)

54 rue de la Boetie

75008 Paris

France

Telephone: (33)-1-45-63-1414

Services: ProfSvcs

Profile: No

President/CEO: P. Suard

Total Employees: 150,000

Total Revenue, FYE(/88): 80,903.0 mFF
(estimate)

CGEE Alsthom

13 rue Antonin-Raynaud

92309 Levallois Perret Cedex

France

Telephone: (33)-1-47-48-7000

Fax: (33)-78-53-1124

Services: ProfSvcs

Profile: No

President/CEO: P. Boisseau

Total Employees: 22,000

Total Revenue, FYE(/88): 10,350.0 mFF



CGEE (Atemi)

11 Bis Avenue Gabriel Peri
BP64 78360 Montesson
France
Telephone: (33)-1-34-80-8998
Services: ProfSvcs
Profile: No

Private Company
Total Revenue, FYE(/88): 110.0 mFF

Chemdata

17 Quai Gillet
69316 Lyon Cedex 4
France
Telephone: (33)-78-29-7055
Fax: (33)-78-29-7054
Services: ProfSvcs
Profile: No

President/CEO: M. Abblard
CFO: M. Wakim
Private Company
Total Employees: 28
Total Revenue, FYE(12/88): 18.4 mFF

CIMM Informatique

Le Capiscot
Avenue de la Devezze
BP 3055
34 311 Beziers Cedex
France
Telephone: 33 67 76 30 99
Fax: 33 67 76 36 34
Services: Processing, Software, Network
Profile: Yes

President/CEO: M. R. Lacassagne
Private Company
Total Revenue, FY(12/89): 65 mFF

Cincom Systemes

208 rue Raymond Losserand
75680 Paris Cedex 14
France
Telephone: (33)-1-45-45-6779
Services: ProfSvcs
Profile: No

President/CEO: Mr. Riedel
Private Company
Total Employees: 80
Total Revenue, FYE(/89): 100.0 mFF

Cisi

31 Avenue de la Division Leclerc
9221 Fontenay Aux Roses
France
Telephone: (33)-1-40-91-5000
Fax: (33)-1-40-91-5050
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: Alain Vidard
Public Corporation
Total Revenue, FYE(/89): 1,150.0 mFF



CMG

rue de la Terre de Feu
Z.A. de Courtaboeuf, BP 38
91942 Les Ulis Cedex
France
Telephone: (33)-1-64-46-1212
Fax: (33)-64-46-0803
Services: Turnkey, ProfSvcs
Profile: Yes

President/CEO: Marcel Jacques
Subsidiary of Sligos
Total Employees: 420
Total Revenue, FYE (/89): 394.0 mFF

CNS

6 rue Dombasle
75015 Paris
France
Telephone: (33)-45-33-5000
Services: ProfSvcs
Profile: No

President/CEO: M. Ducomte
Private Company
Total Employees: 12
Total Revenue, FYE(12/88): 4.2 mFF

Coframi

5 rue Vernet
75008 Paris
France
Telephone: (33)-47-20-4075
Fax: (33)-47-20-5183
Services: ProfSvcs
Profile: No

President/CEO: M. Astin
CFO: M. Roblin
Private Company
Total Employees: 100
Total Revenue, FYE(12/88): 40.0 mFF

Cogec Informatique

15 rue des Granges Galand
BP 307
37553 St. Avertin Cedex
France
Telephone: (33)-1-47-28-4038
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 16
Total Revenue, FY (/87): 12 mFF

Cogemec

La Valeyrie 19300
St. Germain-les-Vergnes
France
Telephone: (33)-55-29-4142
Services: ProfSvcs
Profile: No

President/CEO: M. Brun
Private Company
Total Employees: 3
Total Revenue, FYE(05/89): 1.0 mFF

Cogito

18 rue de Marquis de Raics
Courcouronne 91023 Eury Cedex
France
Telephone: (33)-60-79-1322
Fax: (33)-60-77-2193
Services: ProfSvcs
Profile: No

President/CEO: M. Laxenaire
Private Company
Total Employees: 30
Total Revenue, FYE(03/89): 13.0 mFF



Comelog

70 Boulevard de Courcelles
75017 Paris
France
Telephone: (33)-47-64-0044
Fax: (33)-40-53-0281
Services: ProfSvcs
Profile: No

President/CEO: D. Delcoursnyder
CFO: J.F. Fevrier
Private Company
Total Employees: 800
Total Revenue, FYE(12/89): 270.0 mFF

Compugec

82 rue St. Lazard
75009 Paris
France
Telephone: (33)-48-74-6225
Fax: (33)-40-16-4329
Services: Software, ProfSvcs
Profile: No

President/CEO: M. Baccouche
CFO: M. Amaoua
Private Company
Total Employees: 30
Total Revenue, FYE(04/89): 22.0 mFF

Computer Associates S.A.

14 Avenue Francois Aragon
92003 Nanterres Cedex
France
Telephone: (33)-1-72-61-1083
Services: ProfSvcs
Profile: No

President/CEO: Mr. Porre
Private Company
Total Employees: 350
Total Revenue, FYE(/): 500.0 mFF

Comshare (France)

73 Boulevard Haunduanu
75008 Paris
France
Telephone: (33)-1-42-68-0411
Fax: (33)-1-42-68-0410
Services: Software, ProfSvcs
Profile: No

President/CEO: McNaught-Davis (UK)
CFO: Sheppard
Subsidiary of Comshare (U.S.A.)
Total Employees: 30
Total Revenue, FYE(06/89): 26.0 mFF

Concept S.A.

35-37 rue des Abondances
92100 Boulogne
France
Telephone: (33)-46-84-8000
Fax: (33)-46-84-8081
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Olivier Spire
Credit Lyonnais subsidiary
Total Employees: 3,700
Total Revenue, FYE(12/89): 2,300.0 mFF

CR2A

19 Avenue Dubonnet
92411 Courbevoix Cedex
France
Telephone: (33)-47-68-9797
Fax: (33)-47-68-8781
Services: Software, ProfSvcs
Profile: No

President/CEO: M. Mallet
Subsidiary of CGI Informatique
Total Employees: 380
Total Revenue, FYE(08/89): 145.0 mFF



Credintrans

37-39 Avenue ledru Rollin
75012 Paris
France
Telephone: (33)-1-40-19-2200
Services: ProfSvcs, Network
Profile: Yes

President/CEO: Mr. Forbin
Subsidiary of 13 banks from Cîc Group
Total Employees: 102
Total Revenue, FYE(/88): 88.0 mFF

CRIL (Conception et Realisation Industrielle de Logiciels)

146 boulevard de Valmy
92 707 Colombes Cedex
France
Telephone: (33-1) 47-69-53-00
Fax: (33-1) 47-69-53-99
Services: Professional, Turnkey, Software
Profile: Yes

President/CEO: Francois Simon
Private Company
Total Employees: 130
Total Revenue, FY(/88): 40 mFF

Cristad

ZAC de Merciere
60200 Compiègne
France
Telephone: (33)-44-23-1416
Fax: (33)-44-86-1444
Services: ProfSvcs
Profile: No

President/CEO: M. Pahaut
CFO: M. Bae
Private Company
Total Employees: 22
Total Revenue, FYE(12/88): 12.0 mFF

CSEE

6 Avenue des Tropiques
91120 Les Ulis
France
Telephone: (33)-1-69-07-7801
Services: ProfSvcs
Profile: No

Directeur: Gerard Bancillon
Subsidiary
Total Employees: 350
Total Revenue, FYE(/88): 594.0 mFF

CSI

Compiègne Immeuble Technopolis
rue du Fonds Pernant
60200 Compiègne
France
Telephone: (33)-44-86-4114
Services: ProfSvcs
Profile: No

President/CEO: M. Cochet
Private Company
Total Employees: 25
Total Revenue, FYE(12/88): 10.0 mFF

Cullinet France S.A.

Tour Anjou
33 Quai de Dion Boucon
92814 Puteaux Cedex
France
Telephone: (33)-1-47-76-4179
Services: ProfSvcs
Profile: No

President/CEO: J.P. Fily
Subsidiary of Cullinet Software Inc. (U.S.A.)
Total Revenue, FYE(/88): 601.0 mFF (estimate)



Dafsa

60 rue du Faubourg Poissoniere
75010 Paris
France
Telephone: 33 1 48 24 70 00
Fax: 33 1 40 60 50 69
Services: Network
Profile: Yes

CEO: Jean-Pierre Souviron
Status: CERUS subsidiary (40%)
Number of Employees: 460 world-wide
Revenue (FYE 31-12-89): FF 200 million (estimated)

Dassault Systemes

24-28, Avenue du General de Gaulle
92150 Suresnes
France
Telephone: (33)-1-40-99-4099
Fax: (33)-1-42-04-4581
Services: ProfSvcs
Profile: Yes

President/CEO: C. Edelstenne
Subsidiary of Avions Marcel Dassault
Total Employees: 600
Total Revenue, FYE(/89): 370.0 mFF

Data Conseil

63 Avenue Georges Clemenceau
92022 Nanterre Cedex
France
Telephone: (33)-1-47 29 06 69
Fax: (33)-1-47 25 05 05
Services: professional, Software
Profile: Yes

CEO: Joel Azoulay
Director General: Marc Kern
Private Company
Total Employees: 85
Total Revenue, FY(/89): 68 mFF

Data General

Dynasteur 92
6-8 rue Andras Beck
Hall B
F-92366 Meudon-La-Forêt
France
Telephone: 33 1 40 94 60 00
Fax: 33 1 46 30 61 48
Services: Customer
Profile: Yes

CEO: Primus Burger
FD: Jim Giurussio
Status: subsidiary
Number of Employees: 13,700 world-wide, 4,000 est.
Europe
Revenue (FYE 31-12-89): \$1.31 billion world-wide,
\$ 394.5 Europe

Dataid

48 Avenue Raymond Poincare
75116 Paris
France
Telephone: (33)-1-45-53-4726
Fax: (33)-1-47-55-1916
Services: ProfSvcs
Profile: Yes

President/CEO: P. Benhamou
Public Corporation
Total Employees: 1,200
Total Revenue, FYE(/88): 445.0 mFF



Davel System

11/15 rue Alexandre Dumas
75011 Paris
France
Telephone: (33)-1-43-72-2332
Fax: (33)-1-43-56-1099
Services: Software, ProfSvcs
Profile: No

President/CEO: M. Guez
CFO: M. Guez
Private Company
Total Employees: 22
Total Revenue, FYE(12/89): 27.0 mFF

Delphia

24 Avenue de la Republique
38170 Seyssinet
France
Telephone: (33)-76-26-6894
Fax: (33)-76-26-5227
Services: ProfSvcs
Profile: No

President/CEO: M. Hubert
CFO: M. Hubert
Private Company
Total Employees: 18
Total Revenue, FYE(12/89): 7.0 mFF

Dorotech

81 rue Corot
92410 Ville D'Auray
France
Telephone: (33)-47-72-3878
Fax: (33)-40-99-9794
Services: Software
Profile: No

President/CEO: M. Costa Marini
Private Company
Total Employees: 25
Total Revenue, FYE(12/88): 16.0 mFF

EBC

12 rue Montlaurent
BP76 51053 Reims Cedex
France
Telephone: (33)-26-05-0543
Fax: (33)-26-05-0420
Services: ProfSvcs
Profile: No

President/CEO: Chevrier
CFO: Baudry
Private Company
Total Employees: 41
Total Revenue, FYE(09/89): 27.0 mFF

Econocom Maintenance

14 rue Pergolese
75116 Paris
France
Telephone: (33)-1-47-56-3700
Services: ProfSvcs
Profile: No

Subsidiary of Econocom Belgium
Total Revenue, FYE(/): 50.0 mFF (estimate)

ECS Maintenance

11-15 Allee des Vendanges
77200 Croissy Beaubourg
France
Telephone: (33)-1-60-06-7382
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 120
Total Revenue, FYE(88): 110.0 mFF



E. D. A.

10 rue Roger Salengro
92270 Le Kremlin Bicetre
France
Telephone: (33)-46-72-9379
Services: ProfSvcs
Profile: No

President/CEO: M. Druais
CFO: M. Druais
Private Company
Total Employees: 9
Total Revenue, FYE(12/88): 4.1 mFF

ERG IMC

33 rue Linne
75005 Paris
France
Telephone: (33)-43-37-4050
Fax: (33)-43-37-1707
Services: ProfSvcs
Profile: No

President/CEO: M. Camboulives
CFO: M. Camboulives
Private Company
Total Employees: 95
Total Revenue, FYE(12/89): 33.0 mFF

ERIG (France)

26 rue de Blazy, BP 74
32002 Auch Cedex
France
Telephone: (33)-62-63-9198
Fax: (33)-62-63-9173
Services: Software, ProfSvcs
Profile: No

President/CEO: Riancho
CFO: Riancho
Subsidiary of Credit Agricole
Total Employees: 50
Total Revenue, FYE(12/89): 19.2 mFF

Esia

14 rue du Fort St. Cyr
Montigny-le Bretonneux BP317
78182 St. Quentin
France
Telephone: (33)-30-58-1188
Fax: (33)-34-60-4172
Services: ProfSvcs
Profile: Yes

President/CEO: M.P. Balanca
D.G.: Francois le Grand
Subsidiary of SGN and Technip
Total Employees: 250
Total Revenue, FYE(12/88): 243.0 mFF

Eurosoft Systemes S.A.

38 Boulevard Henri Sellier
BP 145
92154 Suresnes
France
Telephone: (33)-1-45-06-1818
Services: ProfSvcs
Profile: Yes

President/CEO: J. Auricoste
Subsidiary of Eurosoft S.A.
Total Employees: 336
Total Revenue, FYE(/89): 107.0 mFF

FID Informatique

18 Bis rue de Villiers
BP 83
92303 Le Vallois Perret, Cedex
France
Telephone: (33)-1-47-57-3150
Services: ProfSvcs
Profile: Yes

President/CEO: J.M. Simonin
Private Company
Total Employees: 80
Total Revenue, FY(/88): 76 mFF



FIL (France Image Logiciel)

Tour Gallieni
93175 Bagnolet Cedex
France
Telephone: (33)-48-9744
Services: Software
Profile: No

President/CEO: F. Robineau
Subsidiary of Thomson and La Camif
Total Revenue, FYE(/88): 104.0 mFF (estimate)

France ITS

12 rue Dugommier
75012 Paris
France
Telephone: (33)-46-28-1122
Services: Software
Profile: No

President/CEO: M. Maunoir
Private Company
Total Employees: 4
Total Revenue, FYE(12/88): 1.5 mFF

Gamma International

3 Place de Valois
75001 Paris
France
Telephone: (33)-1-42-60-3384
Fax: (33)-1-40-20-0235
Services: ProfSvcs
Profile: Yes

President/CEO: A. Leynaud
Total Employees: 210
Total Revenue, FYE(88/89): 117.0 mFF

GFI

4, Avenue Pablo Picasso
92024 Nanterre Cedex
France
Telephone: (33)-1 47-29-60-00
Fax: (33)-1 47-29-06-65
Services: Processing, Professional, Network, SI
Profile: Yes

PDG: M. Andre Rouet
SD-Scicon Subsidiary
Total Employees: 1,100
Total Revenue, FY(88): 529.5 mFF

Giciel

10 rue de Monceau
75008 Paris
France
Telephone: (33)-1-42-25-3410
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 100
Total Revenue, FYE(/89): 110.0 mFF

Gifac

7 Av. de l'Opera
75001 Paris
France
Telephone: (33)-42-97-5400
Fax: (33)-42-97-5463
Services: ProfSvcs
Profile: No

President/CEO: M. DeWeck
Private Company
Total Employees: 170
Total Revenue, FYE(12/88): 47.0 mFF



G.I.L.

1105 Av. Pierre Mendes-France
30006 Nîmes
France
Telephone: (33)-66-84-1138
Fax: (33)-66-84-2563
Services: Processing, ProfSvcs
Profile: No

President/CEO: M. Volle
Private Company
Total Employees: 37
Total Revenue, FYE(12/88): 19.0 mFF

GO International

23, rue du Chateau de Landon
75010 Paris
France
Telephone: (33)-1 40 35 98 98
Fax: (33)-1 40 35 25 70
Services: Professional, Software
Profile: Yes

CEO: Mr. J. Grynbaum
CFO: Mr. D. Fremont
Private Company
Number of employees: 64
Revenue: (FYE 1988) 50M FF

Groupe Segin

rue de la Pointe
59139 Noyelles-les-Seclin
France
Telephone: (33)-20-60-7979
Fax: (33)-20-32-5222
Services: ProfSvcs
Profile: Yes

President/CEO: Pierre Simon
D.G.: Georges Leblon
Public Corporation
Total Employees: 900
Total Revenue, FYE (/88): 416.0 mFF

Groupe Sigle Informatique

9-11 rue Alphonse de Neuville
75017 Paris
France
Telephone: (33)-47-63-1222
Fax: (33)-42-67-9145
Services: Software, ProfSvcs
Profile: Yes

President/CEO: J. Mons
CFO: D. Dutois
Private Company
Total Employees: 250
Total Revenue, FYE(12/89): 100.0 mFF



IBSI

1 bis, rue du Petit Clamant
78147 Velizy Cedex
France
Telephone: (33)-46-30-2121
Fax: (33)-45-37-0219
Services: ProfSvcs
Profile: Yes

President/CEO: Ivan Bouchoux
DG: M. Claude Jeanne
Subsidiary of IBSI S.A.
Total Employees: 1,000
Total Revenue, FYE(/89): 360.0 mFF

Impulsion

28-30 rue des Peupliers
75013 Paris
France
Telephone: (33)-1-45-65-1689
Fax: (33)-1-45-80-8119
Services: Software, ProfSvcs
Profile: No

President/CEO: M. Pezet
CFO: M. Callier
Private Company
Total Employees: 80
Total Revenue, FYE(12/88): 30.0 mFF

INFI Groupe

105 rue des Pres aux Bois
78220 Viroflay
France
Telephone: (33)-1-30-84-4300
Fax: (33)-1-30-84-4310
Services: ProfSvcs
Profile: Yes

President/CEO: R. Vialet
CFO: G. Laurent
Private Company
Total Employees: 450
Total Revenue, FYE(88): 190.0 mFF

Inforama

7 rue Pasquier
75008 Paris
France
Telephone: (33)-1-47-42-1440
Fax: (33)-1-47-42-1193
Services: Software
Profile: No

President/CEO: R. Guillaumont
Private Company
Total Revenue, FYE(/88): 106.7 mFF (estimate)

Inforsud Group

Causse Comtal
12340 Bozouls
France
Telephone: (33)-65-67-9100
Fax: (33)-65-67-9109
Services: ProfSvcs
Profile: Yes

President/CEO: A. Samy
Private Company
Total Revenue, FYE(/88): 371.0 mFF

Interlogiciel

3 rue St. Urbain
BP 159
67028 Strasbourg
France
Telephone: (33)-88-44-9020
Fax: (33)-88-34-3383
Services: ProfSvcs
Profile: No

President/CEO: M. Longhampt
Private Company
Total Employees: 26
Total Revenue, FYE(12/89): 35.7 mFF



Investor

1 rue de Craiova
92000 Nanterre
France
Telephone: (33)-47-74-8081
Fax: (33)-49-01-9047
Services: ProfSvcs
Profile: No

President/CEO: Chaput
Private Company
Total Employees: 50
Total Revenue, FYE(12/88): 30.0 mFF

IOS Group

3 rue Portalis
75008 Paris
France
Telephone: (33)-1-42-94-0303
Services: ProfSvcs
Profile: No

President/CEO: M. Morange
Public Corporation
Total Employees: 140
Total Revenue, FYE(89): 100.0 mFF

Iosp

91 rue de Lourmel
75015 Paris
France
Telephone: (33)-45-54-9738
Fax: (33)-45-54-6671
Services: ProfSvcs
Profile: No

President/CEO: M. Chomarat
Private Company
Total Employees: 10
Total Revenue, FYE(12/88): 6.4 mFF

Ise-Cegos

Tour Amboise
204, Rondpoint du pont de Sevres
92516 Boulogne Cedex
France
Telephone: (33)-1-46-09-2828
Fax: (33)-1-46-09-2800
Services: Software
Profile: No

President/CEO: A. Maquet
Private Company
Total Revenue, FYE(89): 175.0 mFF

ISI OGIP

Tour Neptune
Cedex 20
92086 Paris La Defense
France
Telephone: 33 1 47 74 61 08
Fax: 33 1 47 73 59 82
Services: Professional, Software
Profile: Yes

President/CEO: Paul Gothan
Subsidiary
Total Employees: 110
Total Revenue, FY(89): 136 mFF



Ista

Rn 186, La Boursidiere
Le Plessis Robinson Cedex
92357
France
Telephone: (33)-46-30-2146
Fax: (33)-46-30-0866
Services: Software, ProfSvcs
Profile: No

President/CEO: M. Dierick
Total Employees: 260
Total Revenue, FYE(06/90): 800.0 mFF

Itmi

BP 87 Mylan
38243 Cedex
France
Telephone: (33)-76-90-3381
Services: ProfSvcs
Profile: No

President/CEO: H. Mezin
Subsidiary of Cap Gemini Sogeti
Total Employees: 70
Total Revenue, FYE(12/89): 32.0 mFF

JPL Informatique

rue des Hautes-Rives
27610 Romilly-Sur-Andelle
France
Telephone: (33)-32-49-9913
Fax: (33)-32-49-6545
Services: Software, ProfSvcs
Profile: No

President/CEO: LePrince
CFO: Bonnin
Private Company
Total Employees: 35
Total Revenue, FYE(12/88): 27.0 mFF

Lincoln Group

1414 Rue Lincoln
75008 Paris
France
Telephone: 33 1 42 56 25 68
Fax: 33 1 42 89 17 54
Services: Processing, Professional, Turnkey, Software
Profile: Yes

CEO: Philippe Dunoger de Segonzac
Private Company
Total Employees: 300
Total Revenue FY(89): 125.0 mFF

Line Data International

2, rue Louis Bleriot
B.P. 39
92 502 Rueil-Malmaison Cedex
France
Telephone: (33-1) 47 77 68 25
Fax: (33-1) 47 32 10 46
Services: Processing, Software, Network
Profile: Yes

President: Pierre Cosa Marini
Public
Total Employees: 145
Total Revenue FY(89): 124 mFF

Locasystem

41 Avenue Theophile Gautier
75016 Paris
France
Telephone: (33)-1-45-27-6061
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 41
Total Revenue, FYE(/89): 250.0 mFF



Logos Conseil

39 Avenue d'Ena

75116 Paris

France

Telephone: (33)-47 23 84 85

Fax: (33)-40 70 93 51

Services: Software, Turnkey, ProfSvcs

Profile: Yes

President/CEO: Acer R.

Private Company

Total Employees: 85

Total Revenue, FYE(12/88): 35.0 mFF

Marben Informatique

38 rue Copernic

75116 Paris

France

Telephone: (33)-1-45-00-8206

Services: ProfSvcs

Profile: Yes

President/CEO: M. Benhamou

Total Revenue, FYE(/89): 200.0 mFF

McCormack & Dodge SA

6 Place de l'Iris

Tour Manhattan Cedex 21

92095 Paris La Defense

France

Telephone: (33)-1-47-76-4486

Services: ProfSvcs

Profile: No

President/CEO: A. Liber

Subsidiary of Dun & Bradstreet (U.S.A.)

Total Employees: 85

Total Revenue, FYE(/88): 85.0 mFF (estimate)

McDonnell Douglas

106 Bureaux de la Colline

92213 St. Cloud Cedex

France

Telephone: (33)-1-49 11 22 33

Fax: (33)-47 71 20 64

Services: Software

Profile: Yes

President/CEO: J-C Jacquelin

Subsidiary of McDonnell Douglas Corp. (U.S.A.)

Total Employees: 275

Total Revenue, FYE(12/89): 259 mFF

Memsoft

1050, route de la Mer

04 410 Biot

France

Telephone: (33)-93 65 02 02

Fax: (33)-93 65 73 33

Services: Software

Profile: No

President/CEO: M. Laffite

CFO: M. Mouchon

private Company

Total Employees: 47

Total Revenue, FYE(07/88): 44.0 mFF

Mercure Informatique

BP 49

67550 Vendenheim

France

Telephone: (33)-88-81-5050

Fax: (33)-88-81-8024

Services: Software, Turnkey

Profile: No

President/CEO: Vallet

CFO: Besacon

Private Company

Total Employees: 80

Total Revenue, FYE(12/89): 30.0 mFF

Metavideotex

2 Bis Avenue Foch.
94160 St. Nande
France
Telephone: (33)-43-65-0025
Fax: (33)-43-28-8978
Services: Software, ProfSvcs
Profile: No

President/CEO: M.R. Chene
CFO: M.R. Chene
Private Company
Total Employees: 55
Total Revenue, FYE(03/89): 80.0 mFF

Methodes et Informatique

15 bis, rue Pigalle
75 009 Paris
France
Telephone: (33-1) 42-85-72-72
Fax: (33-1) 42-80-62-79
Services: Processing, Software, Professional
Profile: Yes

President/CEO: Remy Robinet-Duffo
Subsidiary of the Henner Group
Total employees: 120
Total Revenue, FY(89): 75.0 mFF

Metsys

4 Passage St. Antoine
92500 Rueil Malmaison
France
Telephone: (33)-1-47-50-3030
Services: Software, ProfSvcs
Profile: Yes

President/CEO: R. Morel
Total Employees: 400
Total Revenue, FYE(/89) 230.0 mFF (estimate)

Microsoft France

12 Avenue du Quebec
91957 Les Ulis Cedex
France
Telephone: (33)-1-69-86-4646
Services: Software
Profile: No

President/CEO: B. Vergnes
CFO: P. Gerbens
Subsidiary of Microsoft Corp.
Total Revenue, FYE(/88): 439.0 mFF

Mikros

134 Bis, rue du Vieux pont de Sevres
92100 Boulogne
France
Telephone: (33)-46-09-9414
Fax: (33)-47-61-0004
Services: ProfSvcs
Profile: No

President/CEO: M. Halle
CFO: M. Devouge
Private Company
Total Revenue, FYE(03/89): 20.0 mFF

MMC France

15 rue Alberti
06047 Nice Cedex
France
Telephone: (33)-1-93-62-3885
Services: ProfSvcs
Profile: No

Subsidiary of MMC Switzerland
Total Revenue, FYE(/88): 50.0 mFF



Moria

23 rue de la Paix
75002 Paris
France
Telephone: (33)-1-47-42-2422
Services: ProfSvcs
Profile: Yes

Director: Charles Soufir
Total Employees: 350
Total Revenue, FYE(/89): 155.0 mFF

MSA France

Tour Franklin
Cedex 11
92081 Paris La Defense
France
Telephone: (33)-1-47-76-4143
Services: ProfSvcs
Profile: No

President/CEO: C. Astaris
Private Company
Total Revenue, FYE(/88): 85.0 mFF (estimate)

Normerel

58 rue Pottier
78150 Le Chesnay
France
Telephone: (33)-39-54-9006
Services: ProfSvcs
Profile: No

President/CEO: J.R. Tissot
Total Revenue, FYE(/89): 500. mFF

Ordiconseil

57 rue de l'Amiral Courbet
94160 St. Nande
France
Telephone: (33)-43-98-0407
Fax: (33)-43-65-9720
Services: Software, ProfSvcs
Profile: Yes

President/CEO: M. Drovinn
CFO: M. Legendre
Subsidiary of MB Electronique
Total Employees: 160
Total Revenue, FYE(12/89): 130.0 mFF

Ortic SA

BP 139
71305 Montceaux
France
Telephone: (33)-85-57-3009
Fax: (33)-85-57-7905
Services: ProfSvcs
Profile: No

President/CEO: Dony
CFO: Bady
Private Company
Total Employees: 42
Total Revenue, FYE(12/88): 12.1 mFF

Pafec France

45 bis Route des Gardes
92190 Meudon
France
Telephone: (33)-46-26-2222
Fax: (33)-46-26-1131
Services: ProfSvcs
Profile: No

President/CEO: M. Dupuy
CFO: M. Rossi
Subsidiary of Pafec Ltd. (U.K.)
Total Employees: 28
Total Revenue, FYE(01/89): 35.0 mFF

Pansophic

Tour Winterthur
Cedex 18, Paris la Defense
92085
France
Telephone: (33)-49-03-9000
Fax: (33)-47-76-0875
Services: Software
Profile: No

President/CEO: M. Taisne
CFO: M. Magnet
Subsidiary of Pansophic Corp. (U.S.A.)
Total Employees: 50
Total Revenue, FYE(04/89): 60.0 mFF

Praxial Micro

64 rue Ernest Renan
92008 Nanterre
France
Telephone: (33)-47-21-6777
Fax: (33)-47-25-2623
Services: Software
Profile: No

President/CEO: M. Richard Karsenty
Private Company
Total Employees: 240
Total Revenue, FYE(12/89): 260.0 mFF

Profinfor Master Technology

515 Avenue Roland Garos
78530 Buc
France
Telephone: (33)-1-39-56-5070
Services: ProfSvcs
Profile: No

Private Company
Total Revenue, FYE(/88): 33.0 mFF

Recognition/MDS

97 rue de Bercy
Tour Gamma B
75582 Paris Cedex 12
France
Telephone: (33)-1-40-04-5555
Services: ProfSvcs
Profile: No

Total Employees: 237
Total Revenue, FYE(/88): 186.0 mFF

Reuters (France)

101 rue Reamus
75080 Paris Cedex 02
France
Telephone: (33)-42-21-5000
Fax: (33)-40-26-6775
Services: Network
Profile: No

Subsidiary of Reuters Holdings PLC
Total Revenue, FYE(12/88): 590.0 mFF

Reynolds & Reynolds

4, bd du General de Gaulle
94270 Le Kremlin Bicetre
France
Telephone: (33)-46-71-2828
Fax: (33)-46-71-6757
Services: Turnkey, SysInt
Profile: No

President/CEO: M. Larrouette
CFO: Mlle. Zallag
Private Company
Total Employees: 130
Total Revenue, FYE(08/89): 130.0 mFF

SAARI

37, Bis rue de Villers
92 200 Neuilly-sur-Seine
France
Telephone: (33-1) 47 58 12 42
Fax: (33-1) 47 48 13 47
Services: Software, Professional
Profile: Yes

President, Directeur General: Jean Guetta
Private Company
Total Employees: 180
Total Revenue FY(89): 93 mFF (estimated)

Sas-Institute

50 Avenue Daumesnil
75012 Paris
France
Telephone: (33)-43-42-5463
Fax: (33)-43-47-3464
Services: Software
Profile: No

President/CEO: Mme Terregrossa
Subsidiary of SAS Inc. (U.S.A.)
Total Employees: 35
Total Revenue, FY(/89): 42 mFF

Satelit

31, rue d'Orgemont
B.P. 213
49 002 Angers Cedex
France
Telephone: (33)-41 66 75 75
Fax: (33)-41 66 51 61
Services: Processing, Software
Profile: Yes

President: M. Latouche
Private Company
Total Employees: 75
Total Revenue FY(89): 47.0 mFF

Schlumberger Division CFAO

50 Av. Jean Jaures
92123 Montrouge
France
Telephone: (33)-47-46-6040
Fax: (33)-42-53-9310
Services: ProfSvc
Profile: No

President/CEO: M. Villard
CFO: M. Pallier
Subsidiary of Schlumberger
Total Employees: 35
Total Revenue, FYE(12/88): 58 mFF

SDRC-CAE-I

31 bd de Bouvatt
92000 Nanterre
France
Telephone: (33)-47-78-1445
Fax: (33)-47-73-9392
Services: ProfSvc
Profile: No

President/CEO: M. Prost
CFO: M. Sokrane
Subsidiary of S.D.R. (U.S.A.)
Total Employees: 21
Total Revenue, FYE(12/88): 75.0 mDollars

Sefrogi (MSD)

6 rue Dranem
75011 Paris
France
Telephone: (33)-48-06-5454
Services: ProfSvc
Profile: No

President/CEO: M. Gachelin
CFO: M. Gachelin
Private Company
Total Employees: 12
Total Revenue, FYE(12/89): 6.5 mFF

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Segime

6 bis 8 rue F. Gillot
75015 Paris
France
Telephone: (33)-45-33-7401
Fax: (33)-45-33-6143
Services: Software, ProfSvcs
Profile: No

President/CEO: M. Dagnac
CFO: M. Tasson
Subsidiary of Sodinforg
Total Employees: 70
Total Revenue, FYE(12/88): 23.0 mFF

SFTI

52 rue Faubourg St Honore
75008 Paris
France
Telephone: (33)-1-42-66-5617
Services: ProfSvcs
Profile: No

President/CEO: C. Bizzarri
Private Company
Total Revenue, FYE(/88): 79.0 mFF (estimate)

SEMA GROUP SA

16 rue Barbes
92126 Montrouge Cedex
France
Telephone: 33 1 46 57 13 00
Fax: 33 1 46 56 96 53
Services: FM, Professional, Software
Profile: Yes

President: P. Bonnelly
Chairman: B.J. Gibbens
Status: Public
Number of Employees: 7,500
Revenue (FYE 31-12-89): £293 m

SG2

12 avenue Vion-Whilcomb
75016 Paris
France
Telephone: 33 1 40 50 22 22
Fax: 33 1 40 50 09 95
Services: Processing, Software, Professional
Profile: Yes

CEO: Jean Krautter
Total Employees: 1951
Total Revenue FY(89): 861 mFF

Siam

18 rue de l'Avenir
93800 Epinay-Sur-Seine
France
Telephone: (33)-1-48-22-9252
Services: ProfSvcs
Profile: No

Total employees: 24
Total Revenue, FYE(/89): 18.0 mFF

Sicorfe Informatique

18 bis rue Lamartine
BP 651
62030 Arras Cedex
France
Telephone: (33)-21-22-9122
Services: Software, ProfSvcs
Profile: Yes

President/CEO: G. Delpierre
Total Employees: 190
Total Revenue, FYE(/89): 165.0 mFF



Sigle Informatique

9-11, rue Alphonse de Neuville

75 017 Paris

France

Telephone: (33-1) 47 63 12 22

Fax: (33-1) 42 67 91 45

Services: Software, Professional, Network

Profile: Yes

President: Jacques Mons

Private Company

Total Employees: 250

Total Revenue FY(89): 100 mFF (estimated)

Sigma Informatique

rue Newton

ZAC Gesurine

44240 la Chapelle Sur Erdre

France

Telephone: (33)-40-93-5004

Services: Turnkey, Processing, ProfSvcs

Profile: Yes

President/CEO: Mr. Vaillant

Private Company

Total Employees: 127

Total Revenue, FYE(/88): 85.0 mFF (estimate)

Sinfor

185 Avenue Charles de Gaulle

92200 Neuilly

France

Telephone: (33)-47-22-4008

Fax: (33)-47-47-9772

Services: ProfSvcs

Profile: No

President/CEO: M. Bargue

CFO: Delahaye

Private Company

Total Employees: 200

Total Revenue, FYE(12/89): 88.0 mFF

Sinorg

7 rue Royale

75008 Paris

France

Telephone: (33)-1-42-65-5680

Fax: (33)-1-42-65-2159

Services: ProfSvcs

Profile: Yes

President/CEO: Guy Girod Genet

CFO: J.F. Poussin

Public Corporation

Total Employees: 1,000

Total Revenue, FYE(/88): 545.0 mFF

SIS

Tour Neptune La Defense 1

92086 Paris Napoleon 1er

France

Telephone: (33)-1-47-76-4302

Services: ProfSvcs

Profile: Yes

President/CEO: Mr. Lamaziere and Mr. Madiguier

Subsidiary of Compagnie Bancaire Group

Total Employees: 230

Total Revenue, FYE(/): 150.0 mFF (estimate)

SITB

137 Boulevard Voltaire

75011 Paris

France

Telephone: (33)-1-40-09-3300

Services: Processing, ProfSvcs

Profile: No

President/CEO: D. Arthaud

Subsidiary of FITB

Total Employees: 803

Total Revenue, FYE(/88): 452.0 mFF (estimate)



SLYS

14 Place des Terrasses de l'Agora
91000 Eury
France
Telephone: (33)-60-77-9080
Services: ProfSvcs
Profile: No

President/CEO: Mr. Le Roux
Subsidiary of Lyonnaise des Eaux
Total Employees: 88
Total Revenue, FYE(/88): 67.0 mFF (estimate)

Software AG (France)

7 rue de Chartres
92200 Neuilly
France
Telephone: (33)-1-47-47-6061
Services: ProfSvcs
Profile: No

President/CEO: Mr. Grima
Subsidiary of Software AG (Germany)
Total Employees: 97
Total Revenue, FYE(/88): 95.0 mFF (estimate)

Sligos

3 Place de la Pyramide
Cedex 49
92067 Paris La Defense
France
Telephone: 33 1 49 00 98 32
Fax: 33 1 47 73 69 46
Services: Network, Professional, Software
Profile: Yes

CEO: Gerard Bauvin
Directeur General: Henri Pascaud
Status: Public
Number of Employees: 4,000
Revenue (FYE 31-12-89): FF 2.52 billion

Sogeris

16 rue Chauveau Lagarde
75008 Paris
France
Telephone: (33)-1-42-66-4640
Services: Processing
Profile: Yes

President/CEO: Mr. Amara
Total Employees: 40
Total Revenue, FY(/88): 52.6 mFF

Soleri Cigel

100, 16ieme rue Immeuble Lyon Ouest
69009 Lyon
France
Telephone: (33)-78-66-2156
Fax: (33)-78-43-8816
Services: ProfSvcs
Profile: Yes

President/CEO: G. Rousseau
Public Corporation
Total Employees: 550
Total Revenue, FYE(/89): 240.0 mFF

Solva

51 ter rue E. Vaillant
93100 Montreuil
France
Telephone: (33)-48-58-6360
Services: Software, ProfSvcs
Profile: No

President/CEO: M. Lelieure
CFO: M. Baud
Private Company
Total Employees: 7
Total Revenue, FYE(12/89): 6.0 mFF



Sopra

3, rue Lauriston
75116 Paris
France
Telephone: (33)-1-45-02-1792
Fax: (33)-1-45-00-9904
Services: ProfSvcs
Profile: Yes

President/CEO: P. Pasquier
Public Corporation
Total Employees: 900
Total Revenue, FYE(/89): 540.0 mFF

Soproga

Z.I. Saint Hippolyte
RN 96
13 770 Venelles
France
Telephone: (33-1) 42-61-12-43
Fax: (33-1) 42-61-65-39
Services: Software, Professional
Profile: Yes

PDG: Michel Ganivet
Private Company
Total Employees: 102
Total Revenue FY(89): 80.0 mFF

Spectral MIS

17, bd Ney
75018 Paris
France
Telephone: (33)-1-40 38 36 34
Fax: (33)-1-40 35 54 11
Services: CustSvcs
Profile: Yes

President/CEO: J.P. Blanchard
CFO: G. Bonnerot
Owned by Concept
Total Employees: 500
Total Revenue, FYE(/89): 230.0 mFF

Sys-Com

11 rue de Madrid
75008 Paris
France
Telephone: (33)-42-94-0119
Fax: (33)-43-87-4383
Services: ProfSvcs
Profile: No

President/CEO: M. Gautier
CFO: Mme. Guillot
Private Company
Total Employees: 50
Total Revenue, FYE(06/89): 26.4 mFF

Syseca S.A.

315, Bureaux de la Colline
92213 St. Cloud Cedex
France
Telephone: (33)-49 11 70 00
Fax: (33)-47 71 16 00
Services: Software, Professional
Profile: Yes

President: Bernard Cambier
Total Employees: 1,400
Total revenue FY(89): 600 mFF (estimated)

Tasq

6 rue des Coutures
Z.I. Sud
77200 Torcy
France
Telephone: (33)-1-60-17-3825
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 60
Total Revenue, FYE(/88): 70.0 mFF



Thom'6

33 rue de Vouille

75015 Paris

France

Telephone: (33)-1-45-56-3111

Services: Software, Turnkey, Processing, ProfSvcs

Profile: No

President/CEO: F. Imbert

Subsidiary of Thomson Group

Total Employees: 310

Total Revenue, FYE(/89): 262.0 mFF

Thomainfor

12 Avenue de l'Europe

BP 44

78140 Velizy Cedex

France

Telephone: (33)-1-30-67-4484

Services: ProfSvcs

Profile: No

Subsidiary of Thompson CSF

Total Employees: 450

Total Revenue, FYE(/89): 400.0 mFF

Tibet

38, rue du Sentier

75 002 Paris

France

Telephone: (33)-1-40 41 50 50

Fax No.: (33)-1-40 26 13 22

Services: Processing, Software

Profile: Yes

President: M. Saintoin

Subsidiary of SEMA

Total Employees: 240

Total Revenue FY(89): 240 mFF

Thor

BP 16

69572 Dardilly Cedex

France

Telephone: (33)-78-66-0101

Fax: (33)-78-66-1523

Services: Turnkey

Profile: No

President/CEO: M. Thevenot

CFO: M. Mallet

Private Company

Total Employees: 35

Total Revenue, FYE(05/89): 220.0 mFF

Transpac

Tour Maine-Montparnasse

75755 Paris Cedex 15

France

Telephone: (33)-1-45-38-5211

Fax: (33)-1-45-38-7147

Services: Network

Profile: Yes

President/CEO: Pierre Fortrin

Subsidiary of Cogecom

Total Employees: 700

Total Revenue, FYE(/89): 2,663.0 mFF

Unilog SA

141 Avenue de Wagram

75017 Paris

France

Telephone: (33)-1-40-68-4000

Fax: (33)-1-40-68-4020

Services: Turnkey

Profile: Yes

President/CEO: M. Patrice Derathe

Total Employees: 880

Total Revenue, FYE(/89): 430.0 mFF



Urgence Informatique Europe

52 Chaussee d'Antin

75009 Paris

France

Telephone: (33)-1-48-74-3623

Services: ProfSvcs

Profile: No

President/CEO: J. DaRocha

Subsidiary of Elan Group

Total Employees: 280

Total Revenue, FYE(/89): 150.0 mFF (estimate)

Vendome Formation

98 rue de la Victoire

75009 Paris

France

Telephone: (33)-1-42-81-9366

Fax: (33)-1-42-80-4457

Services: Software

Profile: No

President/CEO: M. Lejar

CFO: M. Cominh

Subsidiary of VAP Assurance

Total Employees: 35

Total Revenue, FYE(12/89): 20.0 mFF



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
GERMANY

AC Service GmbH

Ruppmann Strasse 43
7000 Stuttgart
Germany
Telephone: (49)-711-788070
Fax: (49)-711-7880729
Services: Software
Profile: Yes

CEO: Hugo Birrer
Marketing Manager: Dirk Sonntag
Status: Subsidiary of ACI AG
Number of Employees: 470
Revenue (FYE 31-12-89): SF91 million

Actis GmbH

Waldburgstr. 17-19
7000 Stuttgart 80
Germany
Telephone: (49)-711-7379-0
Fax: (49)-711-7379-100
Services: Software, Processing
Profile: Yes

President/CEO: Prof. Dr. Schneider and Dr. G. Stübel
CFO: Kurt Weber
Subsidiary of Actis Zentrale, Verwaltungs GmbH
Total Employees: 160
Total Revenue, FYE(12/88): 22.4 mDM

Advis technics+teams GmbH

Am Hohenstein 3-5
6233 Kelkheim/Ts
Germany
Telephone: (49)-6195-6924
Fax: (49)-6195-6920
Services: Software, ProfSvcs
Profile: No

President/CEO: Herr Richter
Private Company
Total Employees: 26
Total Revenue, FYE(03/90): 4.0 mDM

ADV/Orga

Kurt Schumacher Strasse 241
2940 Wilhelmshaven
Germany
Telephone: (49)-44-218020
Services: Software, ProfSvcs
Profile: Yes

President/CEO: A. Friedrich Meyer
Public Corporation
Total Employees: 633
Total Revenue, FYE(06/89): 79.0 mDM

AGS GmbH

Gustav Heinemann-Ufer 68
5000 Köln 51
Germany
Telephone: (49)-221-3761091-5
Fax: (49)-221-3761095
Services: Software, ProfSvcs
Profile: No

President/CEO: H. Schneider
CFO: Frau Kramer
Subsidiary of DAT AG
Total Employees: 130
Total Revenue, FYE(12/88): 15.0 mDM



AHP Havermann & Partner GmbH

Robert Kochstr. 1A
D-8033 Planegg/ bei Munchen
Germany
Telephone: (49)-89-856960
Fax: (49)-89-8569677
Services: Software, ProfSvcs
Profile: No

President/CEO: H. Havermann
CFO: H. Havermann
Private Company
Total Employees: 40
Total Revenue, FYE(12/89): 6.5 mDM

Alldata Management GmbH

Prinzregentenplatz 7
8000 Munchen 80
Germany
Telephone: (49)-89-410807
Fax: (49)-89-410807-134
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: H. Kloiber & H. Adolph
CFO: H. Joner
Private Company
Total Employees: 250
Total Revenue, FYE(12/89): 49.0 mDM

Areatech Computer Services

Wahler Strasse 14
D-4000 Dusseldorf 30
Germany
Telephone: (49)-211-658050
Services: ProfSvcs
Profile: No

Total Employees: 62
Total Revenue, FYE(/88): 5.5 mDM

Awitex Computer Services

Jan Hofer Strasse 31
8031 Maisach 2
Germany
Telephone: (49)-8142-28610
Services: ProfSvcs
Profile: No

Private Company
Total Revenue, FYE(/88): 40.0 mDM

Beko GmbH

Immermannstrasse 46
D-4000 Dusseldorf
Germany
Telephone: (49)-211-369046
Fax: (49)-211-352788
Services: ProfSvcs
Profile: No

President/CEO: Paul Michal
CFO: Paul Michal
Subsidiary of Beko (Austria)
Total Employees: 5

Beta System Software GmbH

Kurfurstendamm 182
1000 Berlin 15
Germany
Telephone: (49)-30-88430-60
Fax: (49)-30-88430635
Services: Software, ProfSvcs
Profile: No

President/CEO: H. Dipl. Ing. A. Tauchnitz
CFO: H. William P. Schmidt
Private Company
Total Employees: 75
Total Revenue, FYE(12/89): 17.0 mDM

Bieber Comp. Systeme GmbH

Ohderstr. 4a
D-5600 Wuppertal 2
Germany
Telephone: (49)-202-60905-0
Fax: (49)-202-6090533
Services: Processing, ProfSvcs
Profile: No

President/CEO: H. Bieber
CFO: H. Bieber
Private Company
Total Employees: 30
Total Revenue, FYE(12/89): 6.0 mDM

Boss GmbH

Bertha V. Suttner Str. 6
2800 Bremen 1
Germany
Telephone: (49)-421-4989091
Fax: (49)-421-4986936
Services: Software
Profile: No

President/CEO: H. Dietrich
CFO: H. Stinner
Private Company
Total Employees: 22
Total Revenue, FYE(12/88): 3.0 mDM

Brainware GmbH

Gustav Meyer Allee 25
1000 Berlin 65
Germany
Telephone: (49)-30-4633058
Fax: (49)-30-4694649
Services: Software, ProfSvcs
Profile: No

President/CEO: Gregor von Drabich & Joachim Stender
CFO: Gregor von Drabich & Joachim Stender
Private Company
Total Employees: 28
Total Revenue, FYE(12/89): 1.8 mDM

CA Computer Associates

Kastanienweg 1
D-6108 Weiterstadt
Germany
Telephone: (49)-6150-1200
Fax: (49)-6150-120178
Services: Software, ProfSvcs
Profile: No

President/CEO: Mario Pelleschi
CFO: Karin Kohlmann
Subsidiary of Computer Associates (U.S.A.)
Total Employees: 450
Total Revenue, FYE(03/89): 136.0 mDM

CAM GmbH

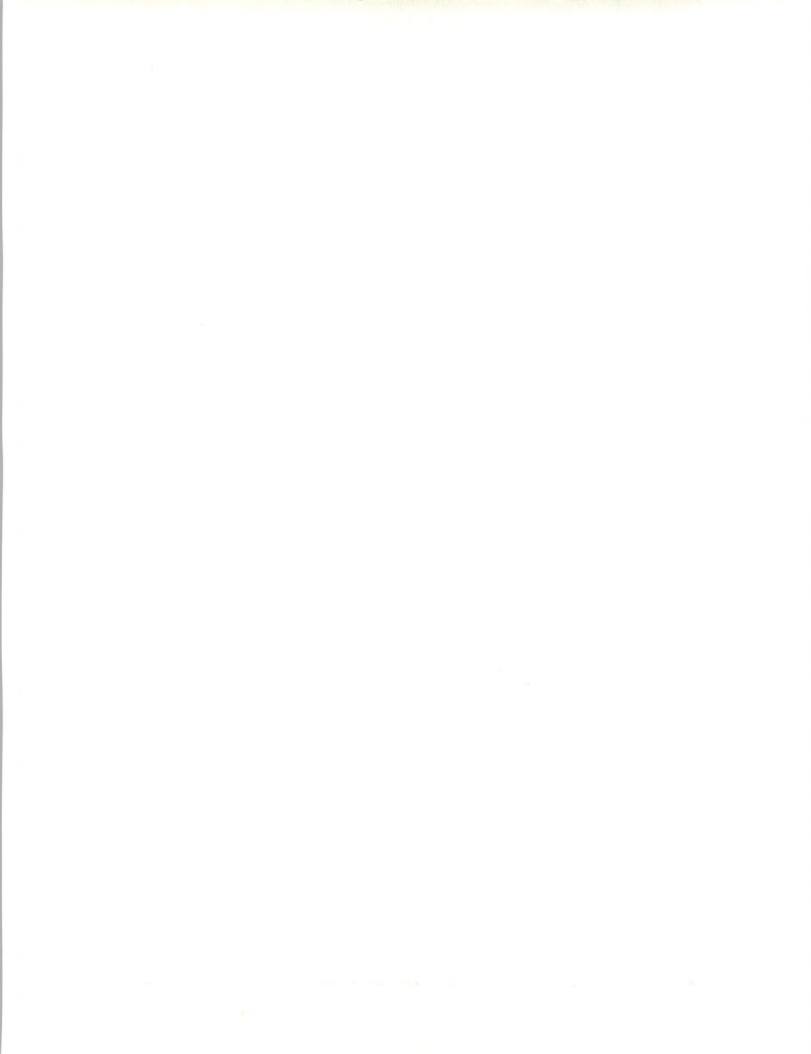
Oberföhlingerstr. 2
D-8000 München 86
Germany
Telephone: (49)-89-92804-0
Fax: (49)-89-92804-27
Services: ProfSvcs
Profile: No

President/CEO: H. Beck
CFO: H. Fischer
Private Company
Total Employees: 100

Cap Gemini Dtl GmbH

Riedler Str. 35 A
8000 München 2
Germany
Telephone: (49)-89-519910
Fax: (49)-89-5199134
Services: ProfSvcs
Profile: No

President/CEO: H. Lantermann
CFO: by holding
Subsidiary of Cap Gemini Sogeti (France)
Total Employees: 500
Total Revenue, FYE(12/88): 75.0 mDM



Cap Gemini-Sesa Dtl GmbH

Bockenheimer Landstr. 24
6000 Frankfurt
Germany
Telephone: (49)-69-71005-0
Fax: (49)-69-71005-71
Services: Turnkey
Profile: No

President/CEO: H. Kohler
CFO: H. Fricker
Subsidiary of Cap Gemini Sogeti (France)
Total Employees: 146
Total Revenue, FYE(12/88): 25.0 mDM

Cincom Systems

Mainzer Landstr. 46
6000 Frankfurt 1
Germany
Telephone: (49)-69-719070
Fax: (49)-69-726545
Services: Software, ProfSvcs
Profile: No

President/CEO: Hans Duve
CFO: Frau Mila Binar (Munich)
Subsidiary of Cincom Systems (U.S.A.)
Total Employees: 80

CMG GmbH

Hamburger Allee 2-10
6000 Frankfurt am Main 90
Germany
Telephone: (49)-69-705001
Fax: (49)-69-7073563
Services: ProfSvcs
Profile: No

President/CEO: H. Kieslich
Subsidiary of CMG (Europe) B.V. Amsterdam
Total Employees: 60
Total Revenue, FYE(12/89): 10.5 mDM

Comcon GmbH

Irminfriedstrasse 36
D-8036 Grafelfing
Germany
Telephone: (49)-89-852050
Fax: (49)-89-8544018
Services: Processing, ProfSvcs
Profile: No

President/CEO: H. Volkl
CFO: H. Volkl
Private Company
Total Employees: 41

Compunet AG

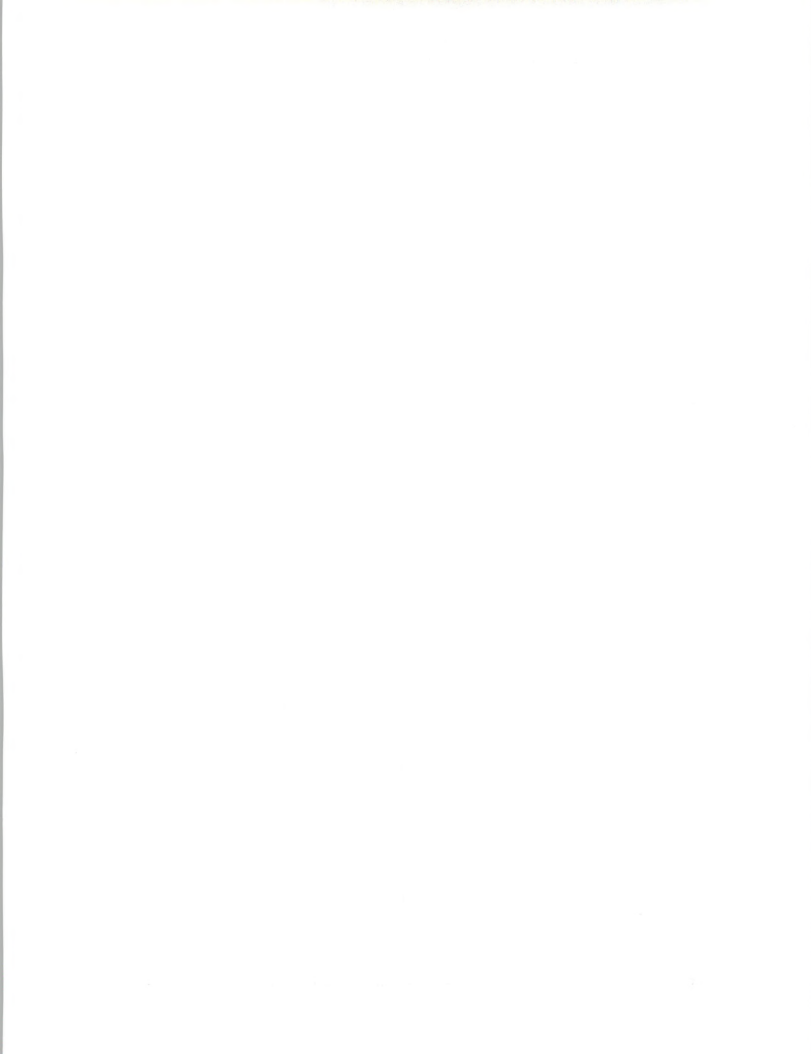
Appelhofplatz 21
D-5000 Köln 1
Germany
Telephone: (49)-221-20409-0
Fax: (49)-221-20400930
Services: Network
Profile: Yes

President/CEO: Herr Stoffman
CFO: H.R. Rechter
Public Corporation
Total Employees: 430
Total Revenue, FYE(12/88): 180.0 mDM

Comshare GmbH

Waltherstr. 78
5000 Köln 80
Germany
Telephone: (49)-221-6801041
Fax: (49)-221-6805266
Services: Software
Profile: No

President/CEO: H. Wenzel
CFO: H. Debough
Subsidiary of Comshare Ltd. (U.K.)
Total Employees: 16
Total Revenue, FYE(06/89): 3.6 mDM



Condat Software GmbH

Schluter Str. 54
D-1000 Berlin 12
Germany
Telephone: (49)-30-88435-0
Fax: (49)-30-88435-200
Services: ProfSvcs
Profile: No

President/CEO: H. Pedro Schaeffer
CFO: H. Klaus Kogler
Private Company
Total Employees: 65
Total Revenue, FYE(12/88): 8.5 mDM

danet GmbH

Otto-Rohm Str. 71
D-6100 Darmstadt
Germany
Telephone: (49)-6151-868-0
Fax: (49)-6151-868133
Services: Software, ProfSvcs
Profile: Yes

President/CEO: H.G. Klaus
CFO: H.J. Schroeder
Subsidiary of GSI Gruppe
Total Employees: 220
Total Revenue, FYE(12/89): 46.0 mDM

DAT A.G.

Kaiser Wilhelm Ring 30-32
D-5000 Koln 1
Germany
Telephone: (49)-221-16670
Fax: (49)-221-1657 140
Services: Processing, Software, Turnkey
Profile: Yes

Chairman: Dr. Helmut Merkel
Status: Altana subsidiary
Number of Employees: 514
Revenue (FYE 31-12-89): DM 93 million

Datenrevision

Luxhaverstr. 36
D-2104 Hamburg 36
Germany
Telephone: (49)-40-7961041
Fax: (49)-40-7961049
Services: Software, ProfSvcs
Profile: No

President/CEO: H. Hack; H. Scholl; H. Scholthoff
CFO: H. Hack; H. Scholl; H. Scholthoff
Private Company
Total Employees: 50
Total Revenue, FYE(12/88): 7.0 mDM

Datev AG

Siegmund Strasse
8500 Nurnberg 80
Germany
Telephone: (49)-911-276-3257
Fax: (49)-911-276-3202
Services: Processing, ProfSvcs
Profile: Yes

Total Employees: 3,000
Total Revenue, FYE(/88): 502.0 mDM

Dialogica GmbH

Leonhardweg 2
8025 Unteraching
Germany
Telephone: (49)-89-611-3093
Fax: (49)-89-611-5963
Services: Software
Profile: No

President/CEO: H. Jakobi
CFO: H. Jakobi
Private Company
Total Employees: 16
Total Revenue, FYE(12/88): 11.0 mDM



Data Organisation Service (DOS) Unternehmensgruppe

Gustav-Stresemann-Ring 12-16

D-6200 Wiesbaden

Germany

Telephone: (49)-611-1610

Fax: (49)-611-305879

Services: Professional, Software

Profile: Yes

Status: Private

Number of Employees: 140

Revenue (FYE 31-12-89): DM 22 million

DVO Datenverarbeitungs-Service GmbH

Duisburger Str. 375

4200 Oberhausen

Germany

Telephone: (49)-208-8333210

Fax: (49)-208-26091

Services: Processing

Profile: No

President/CEO: H. Dr. Kiesow

CFO: H. Mihm

Subsidiary of Babcock Beteiligungs GmbH

Total Employees: 220

Total Revenue, FYE(09/88): 48.1 mDM

EBB

Ludwig Eckerstr. 10

8400 Regensburg

Germany

Telephone: (49)-941-20040

Fax: (49)-941-200470

Services: ProfSvcs

Profile: No

Subsidiary of Tur Bayern

Total Employees: 350

Total Revenue, FYE(12/88): 38.0 mDM

Econocom (Germany)

Otto Hahn Strasse 123

6070 Langen

Germany

Telephone: (49)-6103-7050

Services: ProfSvcs

Profile: No

President/CEO: Herr Scheidle

Total Employees: 100

Total Revenue, FYE(/): 15.0 mDM

EDS (Electronic Data Systems) GmbH

Eisenstr. 56

6090 Russelsheim

Germany

Telephone: (49)-6142-802215

Fax: (49)-6142-2870

Services: Software, ProfSvcs

Profile: No

President/CEO: Horst Graber

CFO: Shu Surpal

Subsidiary of EDS International (Netherlands)

EDV Studio Ploenzke GmbH & Co. KG

Wilhelmstrasse 48

D-6200 Wiesbaden

Germany

Telephone: (49)-6121-1660

Fax: (49)-6121-166166

Services: SysInt

Profile: Yes

President/CEO: Klaus Plozke

Total Employees: 900

Total Revenue, FYE(/88): 130.0 mDM

the 1990s, the number of people in the UK who are aged 65 and over has increased from 10.5 million to 13.5 million, and the number of people aged 75 and over has increased from 4.5 million to 6.5 million (Office for National Statistics 2000). The number of people aged 65 and over is projected to increase to 16.5 million by 2020, and the number of people aged 75 and over to 8.5 million (Office for National Statistics 2000). The increase in the number of people aged 65 and over is expected to be due to a combination of factors, including a decline in the birth rate, a decline in the death rate, and a decline in the rate of emigration.

The increase in the number of people aged 65 and over is expected to have a significant impact on the UK's health and social care system. The number of people aged 65 and over who are in need of health and social care services is expected to increase significantly in the coming years. This is due to a number of factors, including a decline in the birth rate, a decline in the death rate, and a decline in the rate of emigration. The increase in the number of people aged 65 and over is expected to have a significant impact on the UK's health and social care system.

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The increase in the number of people aged 65 and over is expected to have a significant impact on the UK's health and social care system. The number of people aged 65 and over who are in need of health and social care services is expected to increase significantly in the coming years. This is due to a number of factors, including a decline in the birth rate, a decline in the death rate, and a decline in the rate of emigration. The increase in the number of people aged 65 and over is expected to have a significant impact on the UK's health and social care system.

EFS GmbH

Gruner Str. 133
4000 Dusseldorf 1
Germany
Telephone: (49)-211-618770
Fax: (49)-211-618799
Services: ProfSvcs
Profile: No

President/CEO: A. Hoynig
CFO: Fr. Taschner
Subsidiary of Business Advisers Ltd (London)
Total Employees: 26
Total Revenue, FYE(12/89): 4.0 mDM

EGS GmbH

Steinhof 51
4006 Erkrath
Germany
Telephone: (49)-211-240020
Fax: (49)-211-2400267
Services: Turnkey
Profile: No

President/CEO: H. Reza
CFO: Fr. Seggewess
Private Company
Total Employees: 90
Total Revenue, FYE(12/88): 35.0 mDM

Fiducia

Diesel strasse 1
Posfach 41 03 40
7500 Karlsruhe 41
Germany
Telephone: (49)-721-40 04-0
Telex: 7 826 907
Services: Processing, Professional
Profile: Yes

Chairman: Walter Bausch
Status: Co-operative
Number of Employees: 1,154 (Group), 488 (Fiducia A.G.)
Revenue (FYE 31-12-89): DM 177.8 million

Forum

Johan G. Gutenberg Strasse 33
D-8037 Olching
Germany
Telephone: (49)-8142-28031
Services: ProfSvcs
Profile: No

President/CEO: Peter Dolling
Private Company
Total Revenue, FYE(/): 6.6 mDM

GCA GmbH

Obermaierstr. 16-18
D-8500 Nurnberg
Germany
Telephone: (49)-911-36650
Fax: (49)-911-36658
Services: Network
Profile: No

President/CEO: H. Rackelmann; H. Eckardt; H. Steinchen
Private Company
Total Employees: 25
Total Revenue, FYE(03/88): 8.0 mDM

Gedo GmbH

Oberbuschweg 98
5000 Kohn 50
Germany
Telephone: (49)-2236-67077-79
Fax: (49)-2236-61201
Services: ProfSvcs
Profile: No

President/CEO: H. Klaus Rackoviack
CFO: H. Ulrich Schafer
Subsidiary of Elvia Insurance (Switzerland)
Total Employees: 150
Total Revenue, FYE(12/88): 23.0 mDM

GEI (Germany)

Pascal Str. 14
5100 Aachen
Germany
Telephone: (49)-2408-130
Fax: (49)-2408-13119
Services: ProfSvc
Profile: Yes

President/CEO: Wolfgang Schonfeld
Subsidiary of AEG
Total Employees: 600
Total Revenue, FYE(12/89): 168.5 mDM

GeoNet Mailbox Systems GmbH

Solmsersstr. 16
6419 Haunetal-Staerklos
Germany
Telephone: (49)-6673-18881
Fax: (49)-6673-1222
Services: Turnkey
Profile: No

President/CEO: Gunter Leue
CFO: Helmut Hehman
Subsidiary of Geonet Holdings (Luxembourg)
Total Employees: 30
Total Revenue, FYE(12/87): 2.0 mDM (estimate)

Germa GmbH

Molkestr. 16
5160 Duren
Germany
Telephone: (49)-2421-16035
Fax: (49)-2421-10544
Services: ProfSvc
Profile: No

President/CEO: H. Halstein
CFO: H. Wer
Private Company
Total Employees: 28
Total Revenue, FYE(12/88): 4.2 mDM

GMO AG (Germany)

Alsterufer 36
2000 Hamburg 36
Germany
Telephone: (49)-40-4418030
Fax: (49)-40-44180338
Services: ProfSvc
Profile: Yes

President/CEO: H. Hassowien
CFO: H. Burmeister
Public Corporation
Total Employees: 450
Total Revenue, FYE(12/89): 90.0 mDM

Grunbichler Software Systeme GmbH

Westendstr. 34
8912 Kaufbeuren
Germany
Telephone: (49)-8191-66991
Fax: (49)-8191-65250
Services: Software
Profile: No

President/CEO: H. Grunbichler
CFO: H. Grunbichler
Private Company
Total Employees: 5
Total Revenue, FYE(12/88): 1.8 mDM

ICR Rechencentrum GmbH

Im Altschemel
D - 6730 Neustadt
Germany
Telephone: (49)-6327-39119
Fax: (49)-6327-39168
Services: Processing, Software, Network, Professional
Profile: Yes

Managing Director: Dietrich Feldhusen
Status: Subsidiary
Number of employees: 165
Revenue: (FYE 1989) DM22 million



Ikoss GmbH

Waldburg Str. 21
7000 Stuttgart 80
Germany
Telephone: (49)-711-7377-0
Fax: (49)-711-7377-200
Services: Software, ProfSvcs
Profile: Yes

President/CEO: CEO: Peter Beyer
Private Company
Total Employees: 430
Total Revenue, FYE(12/88): 85.0 mDM

Infodas GmbH

Rhonestr. 2
D-5000 Köln 71
Germany
Telephone: (49)-221-709120
Fax: (49)-221-7091255
Services: ProfSvcs
Profile: No

President/CEO: Dipl. Ing. Hans Jurgen Klinge
Private Company
Total Employees: 110
Total Revenue, FYE(12/88): 17.1 mDM

Informix Software GmbH

Rosenkavalierplatz 14
8000 Munich 81
Germany
Telephone: (49)-89-922030
Fax: (49)-89-9102173
Services: Software
Profile: No

President/CEO: H. Frank Sempert
CFO: Fr Vroni Beer
Subsidiary of Informix Inc. (U.S.A.)
Total Employees: 30
Total Revenue, FYE(12/89): 20.4 mDM

Integrata GmbH

Schleifmuhleweg 68
7400 Tubingen
Germany
Telephone: (49)-7071-4090
Fax: (49)-7071-409209
Services: ProfSvcs
Profile: Yes

President/CEO: H. Heilmann
CFO: Prof. Reblin
Private Company
Total Employees: 480
Total Revenue, FYE(12/89): 65.6 mDM

Intergraph (Deutschland) GmbH

Bretonischer Weg 6
D-8011 Grasbrunn
Germany
Telephone: (49)-89-6104-0
Fax: (49)-89-462006
Services: Turnkey
Profile: No

President/CEO: Manfred Siebert
CFO: R.D. Scholz
Subsidiary of Intergraph Corp. (U.S.A.)
Total Employees: 300

Interprogram

Hardt 9-11
4018 Langenfeld
Germany
Telephone: (49)-2173-28060
Fax: (49)-2173-280622
Services: ProfSvcs
Profile: Yes

President/CEO: H. Marz
CFO: H. Riediger
Private Company
Total Employees: 250
Total Revenue, FYE(12/88): 24.0 mDM

How Do We Know What We Know? The Role of the Journal of Management Inquiry

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Mai Computer

Hahnstr. 31-35
6000 Frankfurt 71
Germany
Telephone: (49)-69-66910
Fax: (49)-69-6691366
Services: Software, ProfSvcs, SysInt
Profile: No

President/CEO: H. Gerd Steffen
CFO: H. Schaal
Subsidiary of Mai Basic 4 (U.S.A.)
Total Employees: 460
Total Revenue, FYE(09/88): 164.8 mDM

Mattiesen Daten GmbH

Werftstrasse 23
4000 Dusseldorf-Herd
Germany
Telephone: (49)-211-50840
Fax: (49)-211-5084333
Services: ProfSvcs
Profile: No

President/CEO: H. Wiegana
Private Company
Total Employees: 155
Total Revenue, FYE(03/88): 49.0 mDM

MbP Software & Systems GmbH

Semertichstr. 47-49
D-4600 Dortmund 1
Germany
Telephone: (49)-231-4348-0
Fax: (49)-231-4348-362
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Dr. rer. pol. M. Hoffman
CFO: Dipl.-Oec. Dieter Araetz
Subsidiary of Hoesch AG
Total Employees: 650
Total Revenue, FYE(12/88): 88.0 mDM

Metier Management Systems Dtl. GmbH

Emanuel-Leutze St. 17
4000 Dusseldorf
Germany
Telephone: (49)-211-52890
Fax: (49)-211-528975
Services: Software
Profile: No

President/CEO: Hans Schilte
CFO: H. Deuter
Subsidiary of MMS Holding BW (Netherlands)
Total Employees: 39
Total Revenue, FYE(12/89): 12.6 mDM

Microsoft GmbH

Edison Str. 1
8044 Unterending
Germany
Telephone: (49)-89-317050
Fax: (49)-89-31705400
Services: Software
Profile: No

President/CEO: H.C. Wedell
CFO: H.E. Reis
Subsidiary of Microsoft Corp. (U.S.A.)
Total Employees: 138
Total Revenue, FYE(06/89): 140.0 mDM

MSA Deutschland GmbH & Co. OHG

Niederkaeseler Lohweg 8
4000 Dusseldorf 11
Germany
Telephone: (49)-211-59590
Fax: (49)-211-594753
Services: Software
Profile: No

President/CEO: John Geraci
CFO: Claude Cassar
Subsidiary of MSA Corp. (U.S.A.)
Total Employees: 28

Multitech Computer Systems

Niederurseler Allee 8-10
D-6236 Eschborn 1
Germany
Telephone: (49)-6196-70120
Fax: (49)-6196-701230
Services: ProfSvcs
Profile: No

President/CEO: Herr Moos
Private Company
Total Employees: 50

Norsk Data GmbH

Thomasstr. 10-12
6380 Bad Homburg V.D.H.
Germany
Telephone: (49)-6172-4080
Fax: (49)-6172-22930
Services: Turnkey
Profile: No

President/CEO: K. Rathgeber
CFO: C. Rieck
Subsidiary of Norsk Data (Norway)
Total Employees: 480
Total Revenue, FYE(12/89): 118.0 mDM

Pecom

Rosenkavalierplatz 12
8000 Munchen 81
Germany
Telephone: (49)-89-916033
Fax: (49)-89-918113
Services: Processing
Profile: No

President/CEO: H. Palker
Private Company
Total Employees: 100

Plaut Software GmbH

Max von Eythstr. 3
8045 Ismaning, Munchen
Germany
Telephone: (49)-89-960990
Fax: (49)-89-96099111
Services: ProfSvcs
Profile: No

President/CEO: H. Putz
CFO: H. Putz
Subsidiary of Plaut Software AG (Switzerland)
Total Employees: 60
Total Revenue, FYE(12/88): 18.0 mDM

Prime Computer GmbH (Prime & Computervision)

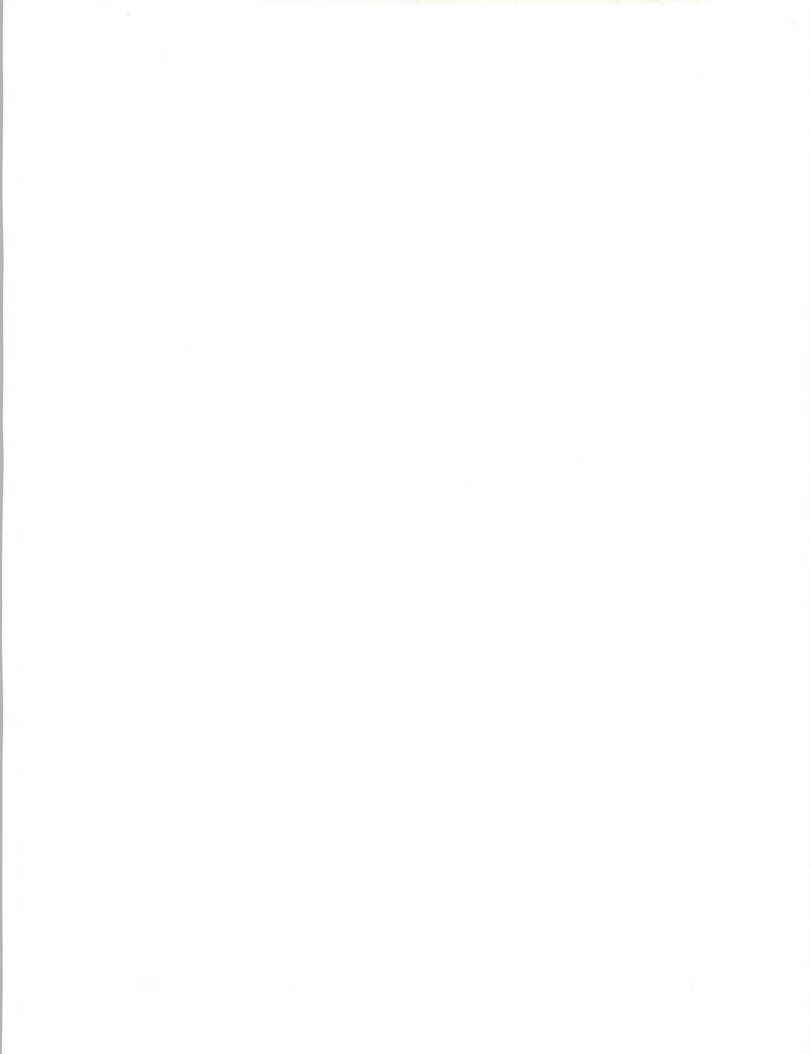
Berg am Laim Str. 47
8000 Munchen 80
Germany
Telephone: (49)-89-41610
Fax: (49)-89-403854
Services: Turnkey
Profile: No

President/CEO: H. Erwin Leonhardi
Subsidiary of Prime Computer Inc. (U.S.A.)
Total Employees: 750
Total Revenue, FYE(12/89): 375.0 mDM

Pro DV Software GmbH

KruppsStr. 82
4300 Essen 1
Germany
Telephone: (49)-201-233871-73
Fax: (49)-201-8127188
Services: Software, ProfSvcs
Profile: No

President/CEO: Klaus. Bollen; Klaus Bollman;
Siegfried Wenzel
CFO: H. Bollen; H. Bollman; H. Wenzel
Private Company
Total Employees: 40
Total Revenue, FYE(12/89): 4.5 mDM



Programmatic GmbH

Morsenbroichenweg 200
4000 Dusseldorf 30
Germany
Telephone: (49)-211-618060
Fax: (49)-211-6186225
Services: Software, ProfSvcs
Profile: No

President/CEO: Hr. Dr. Clives
Subsidiary of Programator (Sweden)
Total Employees: 20
Total Revenue, FYE(12/88): 3.0 mDM

PSI Gesellschaft für Prozesssteuerungs-und-Informationssysteme mbH

Kurfürstendamm 67
1000 Berlin 15
Germany
Telephone: (49)-308-84230
Fax: (49)-308-824256
Services: Professional, Software
Profile: Yes

Joint MDs: Michael Bauer
Hans Joachim Feig
Wilfrid Gotze
Dietrich Jaeschke
Status: Owned by employees
Number of Employees: 450
Revenue (FYE 31-12-90): DM 80 million (forecasted)

PSP Software GmbH

Gausstr. 65
5000 Köln 71
Germany
Telephone: (49)-221-5905735
Services: Software, ProfSvcs
Profile: No

President/CEO: H. Setter
Private Company
Total Employees: 8
Total Revenue, FYE(12/88): 1.2 mDM

Reuters (Germany)

Postfach 170465
D-6000 Frankfurt am Main 17
Germany
Telephone: (49)-69-71060
Fax: (49)-69-7106120
Services: Network
Profile: No

President/CEO: NA
CFO: NA
Subsidiary of Reuters Holdings PLC
Total Revenue, FYE(12/88): 175.0 mDM

RHV Software Projekte GmbH

Goetaer Str. 31
4030 Ratingen 1
Germany
Telephone: (49)-2102-4405-0
Fax: (49)-2102-499114
Services: ProfSvcs
Profile: No

President/CEO: H. Wiedman; H. Hein
Subsidiary of Deutsch-Atlantische Telegraphen AG
Total Employees: 143
Total Revenue, FYE(12/88): 18.2 mDM

RRZ

Geschäftsbereich Informationssysteme Wirtschaft und Verwaltung

Humboldtstrasse 138-140

D-5000 Köln 90 (Porz)

Germany

Telephone: (49)-2203-6040

Fax: (49)-2203-35141

Services: Processing, Software

Profile: Yes

Joint Managing Directors: Mr. Schueten, Mr. Moll

Status: Subsidiary

Number of employees: 560

Revenue: (FYE 1990 est.) DM100m

SAP AG

Max Planck Strasse 8

D-6909 Walldorf

Germany

Telephone: (49)-6227-340

Fax: (49)-6227-34282

Services: Software, ProfSvc

Profile: Yes

President/CEO: D. Hopp

Private Company

Total Employees: 2,000

Total Revenue, FYE(12/90): 500.0 mDM
(estimated)**S C S**

Ochleckerring 40

2000 Hamburg 62

Germany

Telephone: (49)-40-531030

Fax: (49)-40-53103574

Services: Software

Profile: No

President/CEO: H. Dr. Schweim

CFO: H. Hell

Subsidiary of SD-Scicon Ltd. (U.K.)

Total Employees: 750

Total Revenue, FYE(12/88): 150.0 mDM

Sema Group GmbH

Siegburger Str. 215

5000 Köln 21

Germany

Telephone: (49)-221-88990

Fax: (49)-221-8299-205

Services: Software, ProfSvc

Profile: No

President/CEO: H. Splewok

CFO: H. Kassebrock

Subsidiary of Sema Group (France)

Total Employees: 115

Total Revenue, FYE(12/89): 18.0 mDM

Sietec Siemens

Nonnendammallee 101

1000 Berlin 13

Germany

Telephone: (49)-30-3867408

Fax: (49)-30-3867460

Services: Processing, ProfSvc

Profile: No

President/CEO: H. Goertz (MD)

CFO: H. Fischer

Subsidiary of Siemens AG

Total Employees: 250

Total Revenue, FYE(09/88): 38.0 mDM

Soba Software AG

Goldsteinstr. 89

5000 Köln 51

Germany

Telephone: (49)-221-3766301

Fax: (49)-221-381346

Services: ProfSvc

Profile: No

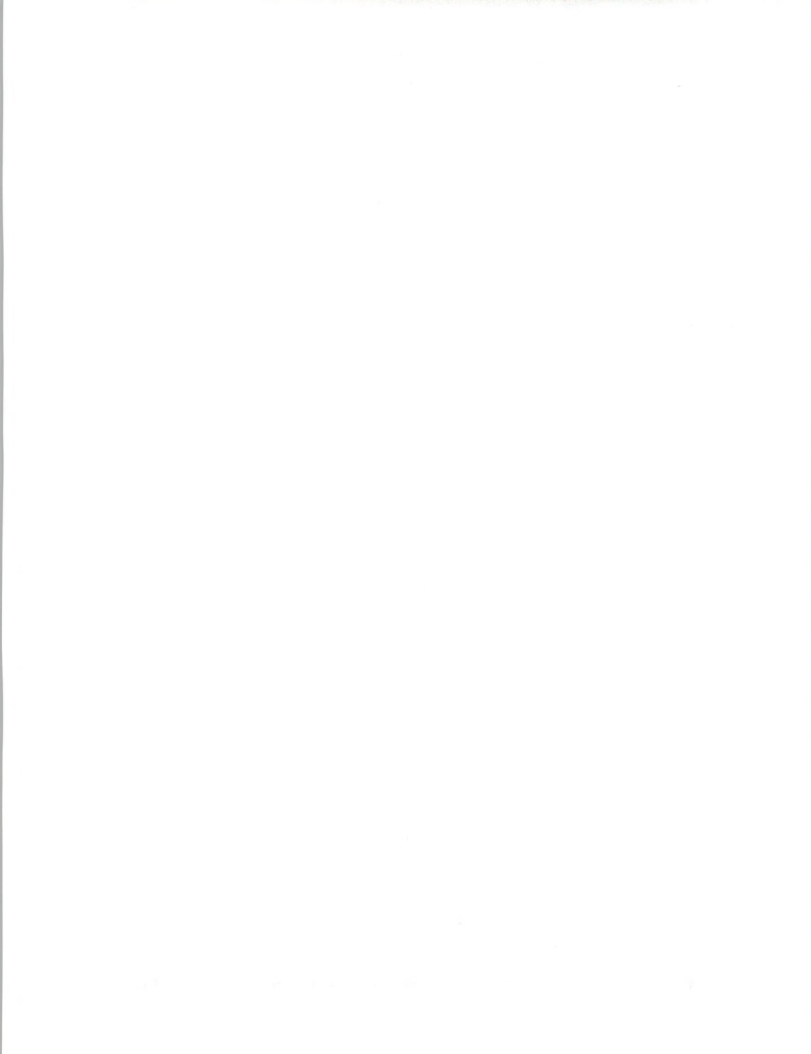
President/CEO: N. Dobler

CFO: Mr. Safoschnik

Private by IBS (Sweden) and employees, and public
on Stuttgart Stock Exchange

Total Employees: 146

Total Revenue, FYE(12/89): 30.0 mDM



Softlab GmbH

Zamdorfer Strasse 120
8000 Munich 80
Germany
Telephone: (49)-89-930010
Fax: (49)-89-938281
Services: Software, Professional
Profile: Yes

CEO: Dr. K. Neugebauer
Status: Private
Number of Employees: 650
Revenue (FYE 30-9-89): DM 120m

Software AG (Germany)

Uhland Str. 12
6100 Darmstadt
Germany
Telephone: (49)-6151-867301
Fax: (49)-6151-867307
Services: Software
Profile: Yes

President/CEO: H. P. Schnell & H. Page
CFO: H. Strickstroock
Public Corporation
Total Employees: 958
Total Revenue, FYE(12/89): 324.0 mDM

Software Partner GmbH

Julius-Rieber-Str. 17
6100 Darmstadt
Germany
Telephone: (49)-6151-8070
Fax: (49)-6151-89-5579
Services: Turnkey, ProfSvcs
Profile: No

President/CEO: H. Kremser
Private Company
Total Employees: 85
Total Revenue, FYE(12/88): 15.0 mDM

Steeb Informationstechnik GmbH

Heilbronner Str. 4
Abstatt Nr Heilbronn
D-7101
Germany
Telephone: (49)-7062-673 0
Fax: (49)-7062-673 133
Services: Software
Profile: Yes

CEO: Helmut Steeb
MD: Raimund Hosch
Status: Private
Number of Employees: 200
Revenue (FYE 31-12-90): forecasted DM 40million

Strassle Unternehmens GmbH

Vaihinger Str. 169
7000 Stuttgart 80
Germany
Telephone: (49)-711-78910
Fax: (49)-711-7891402
Services: Software, ProfSvcs
Profile: Yes

President/CEO: W. Dietrich
Private Company
Total Employees: 310
Total Revenue, FYE(12/89): 93.0 mDM

Systor GmbH

Monke Str. 58
7024 Filderstadt 4
Germany
Telephone: (49)-711-770870
Fax: (49)-711-7708721
Services: ProfSvcs
Profile: No

President/CEO: H. Westphal
CFO: H. Kraft
Subsidiary of Fred Westphal Unternehmensgruppe
Total Employees: 22

Taylorix AG

Zazenhauser Str. 106
7000 Stuttgart
Germany
Telephone: (49)-711-8707-277
Fax: (49)-711-8707-447
Services: Software, Processing, SysInt
Profile: Yes

President/CEO: H. Komer
CFO: H. Dr. Zvieseke
Public Corporation
Total Employees: 1,400
Total Revenue, FYE(08/89): 218.0 mDM

Teamco Tsi Dtl GmbH

Gustav Heinemann Ring 133
8000 Munchen
Germany
Telephone: (49)-89-67800901
Fax: (49)-89-67800990
Services: Software, ProfSvcs, SysInt
Profile: No

President/CEO: H. May
CFO: Company in Holland
Subsidiary of Teamco A/S (Norway)
Total Employees: 28

Telub Bitronic

Stahlenbergerweg 16
6000 Frankfurt am Main 70
Germany
Telephone: (49)-69-618056
Services: CustSvcs
Profile: Yes

Subsidiary of Telub Group
Total Employees: 80
Total Revenue, FYE(12/89): 8.2 mDM

UBS Software Service GmbH

Strohgaussstr. 23
7000 Stuttgart 40
Germany
Telephone: (49)-711-82006-0
Fax: (49)-711-8200630
Services: Software, ProfSvcs
Profile: No

President/CEO: K.P. Ramsaier
CFO: K.P. Ramsaier
Private Company
Total Employees: 50
Total Revenue, FYE(12/89): 8.2 mDM

Unternehmensgruppe Schumann

Postfach 46 01 58
Aachener Strasse 1053-1055
5000 Koln 40
Germany
Telephone: (49)-221-489090
Fax: (49)-221-4890966
Services: Professional, Software
Profile: Yes

MD: Paul Schumann
Status: Private
Number of Employees: 411
Revenue (FYE 1989): DM 85.3 million

uti-maco Software GmbH

Dornbachstrasse 30
6370 Oberursel
Germany
Telephone: (49)-6171-20970
Fax: (49)-6171-209710
Services: Software
Profile: No

President/CEO: H. Gortz
CFO: H. Gortz
Private Company
Total Employees: 32
Total Revenue, FYE(12/88): 4.0 mDM

VWD-Vereinigte Wirtschaftsdienste GmbH

Niederurseler Allee 8-10
D-6236 ESCHBORN 1
Germany
Telephone: (49)-6196-405-0
Fax: (49)-6196-405-227
Services: Network
Profile: Yes

Chairman: Herr Otto W. Bechtle
Status: Deutsche Presse-Agentur GmbH subsidiary
Number of Employees: 200
Revenue (FYE 89): DM 64 million

Weigang

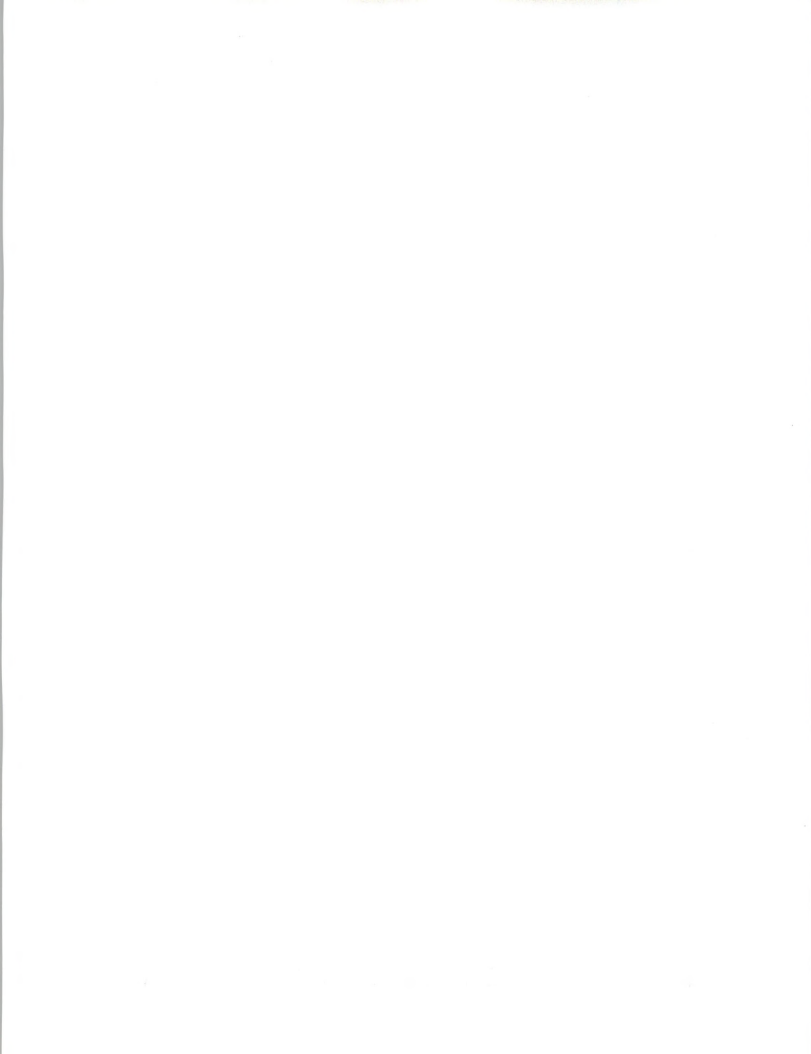
Schweinfurter Str. 28
8700 Würzburg
Germany
Telephone: (49)-711-770820
Fax: (49)-931-2001752
Services: ProfSves
Profile: No

President/CEO: H. Kress
CFO: H. Voss
Private Company
Total Employees: 400
Total Revenue, FYE(12/88): 32.5 mDM

ZEDA

Am Diek 52
Postfach 20 16 11
D - 5600 Wuppertal 2
Germany
Telephone: (49)-202-6990
Fax: (49)-202-699210
Services: Processing, Software, Professional
Profile: Yes

MD: Mr. Nahlen
Status: Subsidiary
Number of Employees: 180
Revenue: (FYE 1989) DM24.8m



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
ITALY

Abaco Informatica SRL

Via Galcianese 46C
50047 Prato
Italy
Telephone: (39)-574-433-454
Fax: (39)-574-433-120
Services: Software
Profile: Yes

CEO: Roberto Ciapetti
MD: Alfio Tiezzi
Status: Private
Number of Employees: 30
Revenue (FYE 31-12-89): Lire 2 billion

Alpi

Via Vittor Pisani, 5
20124 Milano
Italy
Telephone: (39)-2-670-9211
Fax: (39)-2-669-7219
Services: Turnkey, SysInt
Profile: No

President/CEO: Ing. Rudi
Private Company
Total Employees: 100
Total Revenue, FYE(12/88): 10,000.0 mLR

ARS Informatica SRI

Piazza Libia, 1
Milano
Italy
Telephone: (39)-2-545-5726
Fax: (39)-2-781-959
Services: ProfSvc
Profile: No

President/CEO: Dott. Sandretti
Private Company
Total Employees: 12
Total Revenue, FYE(12/89): 1,000.0 mLR

Arthur Andersen Management Consulting

Via Della Moscova 3
Milano
Italy
Telephone: (39)-2-623-4734
Services: Software, ProfSvc
Profile: Yes

Private Company
Total Employees: 700

Bruma Srl

Via Lazzaroni 4
Milano
Italy
Telephone: (39)-2-688-1732
Services: ProfSvc
Profile: No

President/CEO: Masioni Bruno
CFO: Masioni Bruno
Private Company
Total Employees: 30
Total Revenue, FYE(12/88): 15,000.0 mLR
(estimate)

Cabel SRL

Centro Assistenza Bancaria
Via Socco Ferrante 5
50053 Empoli/Firenze
Italy
Telephone: (39)-571 72334
Fax: (39)-571 711 223
Services: Software, Professional
Profile: Yes

CEO: Viviani Administrator
Owned by Banks
Total Employees: 20
Total Revenue, FY(/89): 3,000 mLire

Calchi Novati Consultants

Via Boccaccio 45
Milano
Italy
Telephone: (39)-2-437060
Fax: (39)-2-498-2235
Services: ProfSvcs
Profile: No

President/CEO: Dott. Sa. Masotti
CFO: Rag. Calchi Novati
Private Company
Total Employees: 18
Total Revenue, FYE(12/88): 2,200.0 mLR
(estimate)

Cared Srl

Via Visconti Venosta 2
Milano
Italy
Telephone: (39)-2-545-6845
Fax: (39)-2-545-8071
Services: Software, Processing
Profile: No

President/CEO: Rag. C. Carbonaro
CFO: Sagra. Baiba-Ozols
Private Company
Total Employees: 15
Total Revenue, FYE(12/88): 5,000.0 mLR
(estimate)

CDS Concept Dati e Sistemi (Group)

Via Grosio 10/8
20151 Milano
Italy
Telephone: (39)-2-308-3941
Fax: (39)-3-800-1327
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Dott. Cottone
CFO: Dott. Arosio
Subsidiary of Concept (France)
Total Employees: 320
Total Revenue, FYE(12/88): 48.0 mLR

Cegos Italia

Piazza Velasca 7
20122 Milano
Italy
Telephone: (39)-2-86431
Fax: (39)-2-7200-1647
Services: ProfSvcs, Network
Profile: No

President/CEO: Mario De Thierry
Subsidiary of Cegos (France)
Total Employees: 100
Total Revenue, FYE(12/88): 20,000.0 mLR

Celint Telematica

Via Cufra 23
Milano
Italy
Telephone: (39)-2-607-0442
Fax: (39)-2-668-4160
Services: ProfSvcs
Profile: No

CFO: Sig. Bellato
Private Company
Total Employees: 20
Total Revenue, FYE(/): 10,000.0 mLR (estimate)

C.E.O. Srl

Piazza Aquileia 8
Milano
Italy
Telephone: (39)-2-481-7607
Services: Processing, ProfSvcs
Profile: No

President/CEO: Sig. Werini Ermanno
CFO: Sig. Franco Cattaneo
Private Company
Total Employees: 15
Total Revenue, FYE(12/88): 900.0 mLR

Cervet SPA

Via Appia Nuova 696
Roma
Italy
Telephone: (39)-6-79341
Services: Processing
Profile: No

Private Company
Total Employees: 461
Total Revenue, FYE(/): 84,500.0 mLR

C.G.I. Italy

Corso Svizzera 185
10149 Torino
Italy
Telephone: (39)-11-747464
Fax: (39)-11-747687
Services: Software, ProfSvcs
Profile: No

President/CEO: Alfred Pettitpierre
CFO: Alfred Pettitpierre
Subsidiary of C.G.I. (France)
Total Employees: 40
Total Revenue, FYE(08/88): 3,200.0 mLR

Computer Associates (Italy)

Milanofiori Q8
Strada 4
20089 Rozzano (MI)
Italy
Telephone: (39)-2-82-2781
Fax: (39)-2-824-5810
Services: Software
Profile: No

President/CEO: Sig. Petrini
CFO: Sigra. Marzi
Subsidiary of Computer Associates Int'l. (U.S.A)
Total Employees: 250
Total Revenue, FYE(03/89): 50,000.0 mLR

Consoft/Conmetodi Group

Viale Lombardia 17
20131 Milano
Italy
Telephone: (39)-2-230063
Fax: (39)-2-236-7083
Services: ProfSvcs
Profile: No

CFO: Ing. L. Scalabrini
Private Company
Total Employees: 16
Total Revenue, FYE(12/88): 2,700.0 mLR

Cortis Lentini

Via Buonarrati 41
24020 Gorle (8G)
Italy
Telephone: (39)-35-29-7545
Fax: (39)-35-29-0278
Services: SysInt
Profile: Yes

President/CEO: Ing. Barabino
Private Company
Total Employees: 120
Total Revenue, FYE(12/88): 17,000.0 mLR

Database Informatica (Group)

Via Dell 'Umanesimo 67
00144 Rome
Italy
Telephone: (39)-6-547961
Services: SysInt
Profile: Yes

Private Company and Assitalia
Total Employees: 1,100
Total Revenue, FYE(/88): 73,000.0 mLR (estimate)

Data Management

Viale Eginardo 29
20149 Milan
Italy
Telephone: (39)-2-49931
Fax: (39)-2-4983016
Services: Software
Profile: Yes

President/CEO: Ing. C. Peretti
Public Corporation
Total Employees: 529
Total Revenue, FYE(/88): 60,000.0 mLR

Datamat

Ingegneria dei Sistemi S.p.a.
via Simone Martini, 126
00143 Roma
Italy
Telephone: (39)-6 504 51
Fax: (39)-6 504 5305
Services: Software, Professional
Profile: Yes

CEO: Ing Gustavo Stefanini
Private Company
Total Revenue, FY(/89): 90.8 bnLire

Datamont

Via Taratelli
20124 Milano
Italy
Telephone: (39)-2-62701
Services: Turnkey, Network
Profile: Yes

Subsidiary of Ferruzzi Finanziaria
Total Employees: 276
Total Revenue, FYE(/88): 67,000.0 mLR (estimate)

Data Team

Via Arno 8
Milano
Italy
Telephone: (39)-2-71-9282
Fax: (39)-2-7611-0617
Services: Turnkey
Profile: No

President/CEO: Sig. Brivio, Sig. Bartolini
CFO: Sig. Brivio, Sig. Bartolini
Private Company
Total Employees: 12
Total Revenue, FYE(12/88): 800.0 mLR

Datec Automazione e Sistemi

Viale Umbria 63
Milano
Italy
Telephone: (39)-2-545-5250
Fax: (39)-2-551-2617
Services: ProfSvcs
Profile: No

President/CEO: Sig. Bastia
CFO: Sig. Bastia
Private Company
Total Employees: 5
Total Revenue, FYE(12/88): 2,500.0 mLR
(estimate)

Datitalia Processing SPA

Via Roma 402
Napoli
Italy
Telephone: (39)-81-7621871
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: Dott. Tagliatella
Public Corporation
Total Employees: 298

Diesse - Progetti e Informatica

5 Via Locatelli
Milano
Italy
Telephone: (39)-2-670-5629
Services: Software
Profile: No

Private Company
Total Employees: 2
Total Revenue, FYE(12/88): 1,000.0 mLR

Doppiozero Informatica

Via Roncaglia 25
20146 Milano
Italy
Telephone: (39)-2-496685
Services: ProfSvcs
Profile: No

President/CEO: Sig. Alessandrini
Private Company
Total Employees: 1

DS-Data System (Group)

Borgo La Latta 8
43100 Parma
Italy
Telephone: (39)-521-208193
Fax: (39)-521-282234
Services: Software, SysInt
Profile: No

President/CEO: Dott. Paolo Seletti
CFO: Paolo Montali
Private Company
Total Employees: 180
Total Revenue, FYE(12/89): 13,000 mLR

Edic SPA

Via Andre Solari 9
20144 Milano
Italy
Telephone: (39)-2-837-2151
Fax: (39)-2-837-3845
Services: ProfSvcs
Profile: No

President/CEO: Dott. Franceschiotti
Subsidiary of Bull Italy
Total Employees: 26
Total Revenue, FYE(12/88): 3,700.0 mLR

Editrice Italiana Software

Via Fieno 8
20123 Milano
Italy
Telephone: (39)-2-80-9961
Fax: (39)-2-87-5149
Services: Software
Profile: Yes

President/CEO: Giancarlo Abate Daga
CFO: C. Barbieri
Private Company
Total Employees: 38
Total Revenue, FYE(12/88): 13,000.0 mLR

Elsi SPA

Via Imperia 2
20142 Milano
Italy
Telephone: (39)-2-846-5346
Services: Turnkey, ProfSvcs
Profile: No

President/CEO: Napoleone Dabbene
Private Company
Total Employees: 35
Total Revenue, FYE(12/89): 25,000.0 mLR

Engineering, Ingegneria Informatica SPA

Via Marghera 51
00100 Roma
Italy
Telephone: (39)-6-49410-87
Services: ProfSvcs, SysInt
Profile: Yes

Private Company
Total Employees: 450
Total Revenue, FYE(/88): 55,000.0 mLR

Enidata

Via Medici Del Vascello 26
20138 Milano
Italy
Telephone: (39)-2-5202-9329
Fax: (39)-2-5202-9257
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: Ing. Biamino
Subsidiary of ENI Group
Total Employees: 850
Total Revenue, FYE(12/88): 161,000.0 mLR

Finmatica Group SPA

Via Del Lavoro 17
40127 Bologna
Italy
Telephone: (39)-5124-4344
Fax: (39)-5124-8096
Services: ProfSvcs
Profile: Yes

President/CEO: Dott. Giuseppe Gualtieri
Private Company
Total Employees: 70
Total Revenue, FYE(12/88): 8,300.0 mLR

Finsiel Group

Via Isonzo 21/B
00198 Roma
Italy
Telephone: (39)-6-851-505
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: Dott. Vittorio Salvati
Public Corporation
Total Employees: 4,900
Total Revenue, FYE(/88): 699,000.0 mLR
(estimate)

Formula Group

Via Susa 31
10138 Torino
Italy
Telephone: (39)-11-44011
Fax: (39)-11-446-586
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Alberto Gobbai
CFO: Sergio Rolando
Private Company
Total Employees: 240
Total Revenue, FYE(12/88): 24,000.0 mLR

G.P.A. Informatica

via Zuretti 4
20125 Milano
Italy
Telephone: (39)-2 609 6611
Fax: (39)-2 661 3918
Services: Processing, Professional
Profile: Yes

CEO: Dott. Roz
Subsidiary of GPA Group
Total Employees: 20
Total Revenue, FY(/89): 2bn Lire

Gruppo DPS S.R.L.

Via Vela 23
10128 Torino
Italy
Telephone: (39)-11 517618
Fax: (39)-11 553516
Services: Professional
Profile: Yes

CEO: Renato Grilli
Status: Private
Number of Employees: 50+
Revenue (FYE 89): Lire 3.5 billion

I C Soft (Ex Informatica Campania)

Via Caracciolo 15
Napoli
Italy
Telephone: (39)-81-717511
Services: ProfSvcs
Profile: No

Subsidiary of Finsiel
Total Employees: 255
Total Revenue, FYE(/88): 24,000.0 mLR

Informatica Veneta

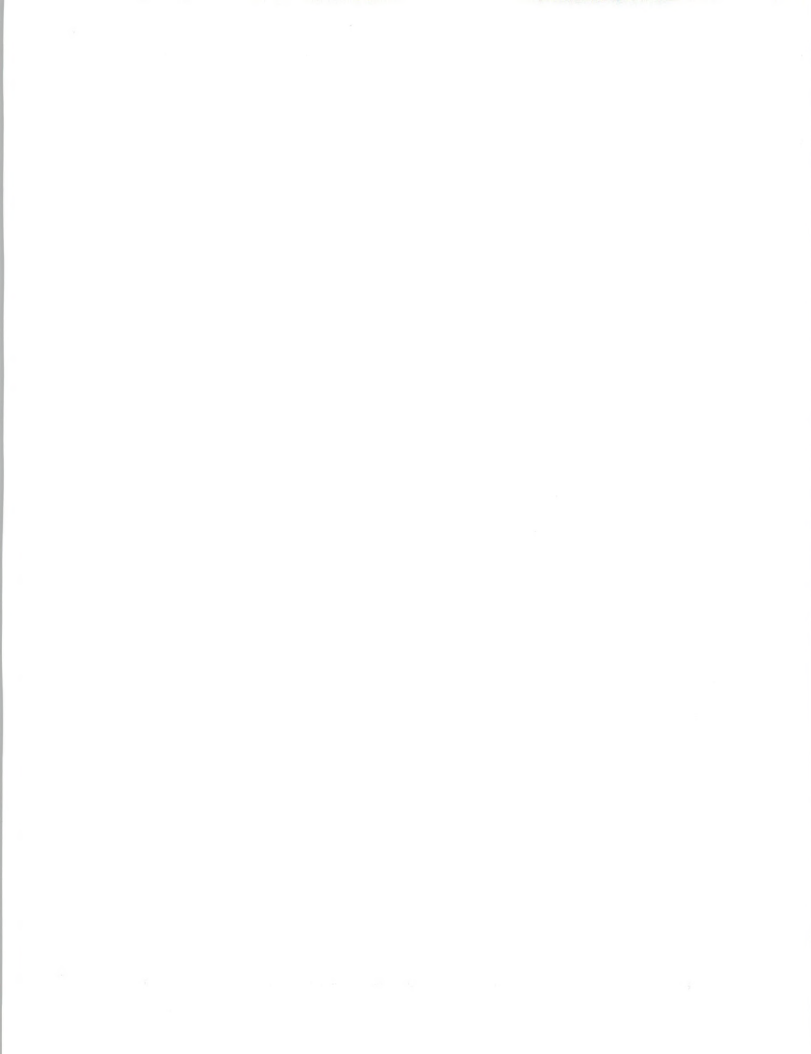
Via E. Fermi 20
Verona
Italy
Telephone: (39)-45-584711
Fax: (39)-45-585890
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Giuseppe Menghini
CFO: Giuseppe Menghini
Private Company
Total Employees: 70
Total Revenue, FYE(/88): 8,500.0 mLR

Information Dimension

Via Fatebene Fratelli 19
20121 Milano
Italy
Telephone: (39)-2-659-9057
Fax: (39)-2-65-4037
Services: Software
Profile: No

President/CEO: Dott. Pecorati
Subsidiary of Battelle Memorial (U.S.A.)
Total Employees: 10
Total Revenue, FYE(12/88): 2,000.0 mLR



Inside Maintenance SAS

Via Giuseppe Di Vittorio 7
42100 Reggio Emilia
Italy
Telephone: (39)-522-513-229
Fax: (39)-522-514-683
Services: ProfSvcs
Profile: No

President/CEO: Dott. Costi
CFO: Sgrna. Ivana Magnani
Private Company
Total Employees: 8
Total Revenue, FYE(12/88): 3,000.0 mLR

Intesa

Via G. Servais 125
10146 Torino
Italy
Telephone: (39)-11-70901
Fax: (39)-11-791241
Services: Processing, SysInt, Network
Profile: Yes

President/CEO: Dott. Mario Galizia
CFO: Dott. Colombo
Subsidiary of Fiat/IBM
Total Employees: 170
Total Revenue, FYE(12/89): 40,000.0 mLR

Ipacri S.P.A.

via Rava 124
00142 Roma
Italy
Telephone: (39)-6 54 811
Fax: (39)-6 5481 22 25
Services: Processing, Professional
Profile: Yes

CEO: Fabio Chiusa
Owned by Casse Risparmio
Total Revenue, FY(89): 33bn Lire

Ised SPA

Via Tibutina 1236
00131 Rome
Italy
Telephone: (39)-6-412-5851
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: Dr. J.L. Zeyssolf
Subsidiary of Oerlikon Buehler
Total Employees: 90
Total Revenue, FYE(12/88): 12,300.0 mLR
(estimate)

Line Informatica S.p.A

Via G. Vittorio 10
Firenze
Italy
Telephone: (39)-55-35-2001
Fax: (39)-55-352001
Services: ProfSvcs
Profile: No

President/CEO: Paolo Lupo
Private Company
Total Employees: 109
Total Revenue, FYE(12/89): 12,000.0 mLR

Lombardia Informatica

Via Friggia 27
Milano
Italy
Telephone: (39)-2-25774
Services: ProfSvcs
Profile: Yes

President/CEO: Dott. Orlandi
Public Corporation
Total Employees: 250
Total Revenue, FYE(/88): 56,000.0 mLR

Mesarteam

Via Vaninetti 27
Torino
Italy
Telephone: (39)-11-220-2541
Fax: (39)-11-220-2662
Services: ProfSvcs, SysInt
Profile: No

President/CEO: Mario Rizzanti
CFO: Sergio Ingegnati
Private Company
Total Employees: 370
Total Revenue, FYE(12/88): 26,000.0 mLR

Metelliana SPA

via U Mandoli 16
84 013 Cavadei Tirreni (SA)
Italy
Telephone: (39)-89 463 877
Fax: (39)-89 444 252
Services: Software, Professional
Profile: Yes

CEO: Dott Federici
Owned by Bank
Total Employees: 77
Total Revenue, FY(/89): 9 bn Lire

Neos SNC

Via Polidoro da Caravaggio 33
20156 Milano
Italy
Telephone: (39)-2-308-6827
Services: ProfSvcs
Profile: No

President/CEO: Sig. Gentili
Private Company
Total Employees: 6
Total Revenue, FYE(12/88): 450.0 mLR

Olivetti Information Services

Via Jarvis 77
10015 Ivrea (TO)
Italy
Telephone: (39)-125-5230
Fax: (39)-125-522782
Services: ProfSvcs
Profile: Yes

Public Corporation
Total Employees: 3,500
Total Revenue, FYE(12/88): 478,400.0 mLR
(estimate)

Organizzazione & Informatica SRL

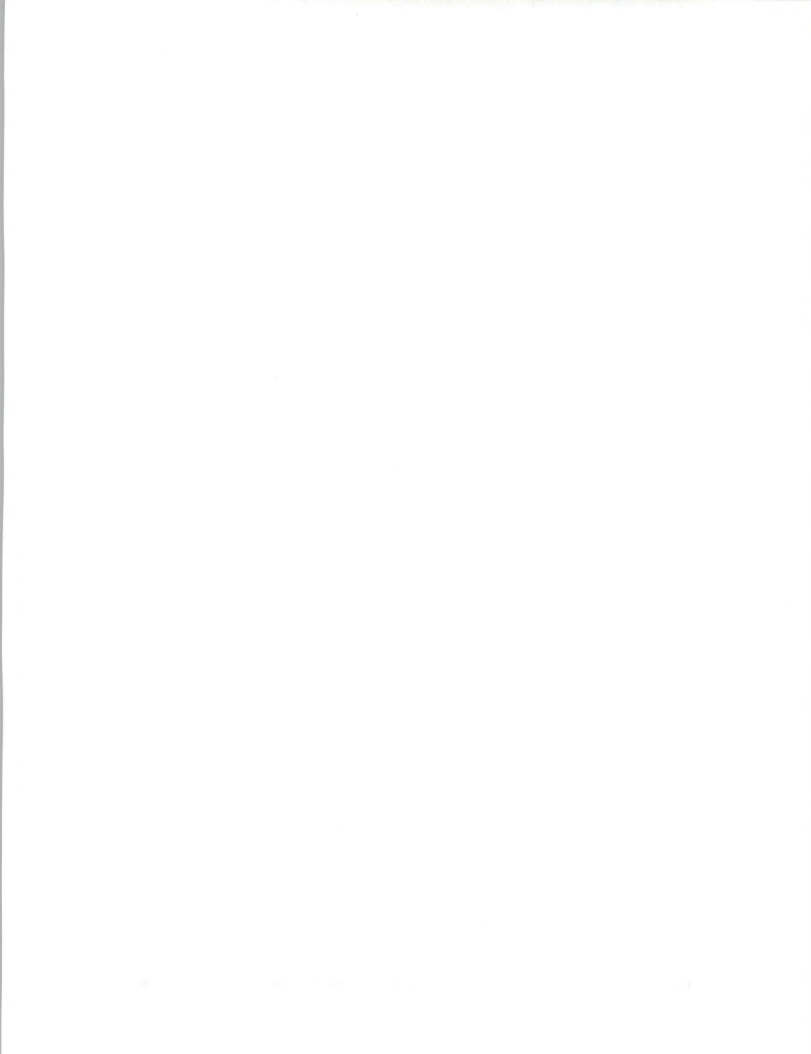
Corso Vittorio Emanuele II 12
10123 Torino
Italy
Telephone: (39)-11-839-5331
Services: Turnkey, ProfSvcs
Profile: Yes

President/CEO: Ing. Giovanni Di Cf
Private Company
Total Employees: 90
Total Revenue, FYE(12/88): 6,400.0 mLR

Pirelli Informatica SPA

Viale Sarca 202
20126 Milano
Italy
Telephone: (39)-2-85351 (64421)
Services: Network
Profile: No

President/CEO: Dott. L. Rodighiero
Subsidiary of Pirelli SPA
Total Employees: 190
Total Revenue, FYE(/88): 28,800.0 mLR



Praxis Calcolo

Via Paceocara 7
20121 Milano
Italy
Telephone: (39)-2-808663
Fax: (39)-2-869-2310
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Ing. A. Palizza
Private Company
Total Employees: 110
Total Revenue, FYE(12/89): 15,000.0 mLR

Prisma Informatica

via Campo di Marte 4/N
06100 Perugia
Italy
Telephone: (39)-75 50 351
Fax: (39)-75 71 973
Services: Professional
Profile: Yes

President: Ing. Grazzini
CEO: Alfredo Nicodemi
Private Company
Total Employees: 100
Total Revenue, FY(/89): 6.7 bn Lire

Restore

Via Cernusco Sul Naviglio 15
Bussaro (MI)
Italy
Telephone: (39)-2-9503-8112
Services: ProfSvcs
Profile: Yes

President/CEO: Mr. Guttadaruro
Private Company
Total Employees: 5
Total Revenue, FYE(12/88): 3,000.0 mLR

R.T. Italiana Computers SRL

Via Salomone 61
20138 Milano
Italy
Telephone: (39)-2-503-541
Fax: (39)-2-503-544
Services: Turnkey
Profile: No

President/CEO: Dott. Magnoni
Private Company
Total Employees: 30
Total Revenue, FYE(12/88): 10,000.0 mLR

Sarin

Via Pontina Km. 29.100
00040 Pomezia (Roma)
Italy
Telephone: (39)-6-91-1971
Fax: (39)-6-919-7600
Services: ProfSvcs
Profile: Yes

President/CEO: Dott. Baccari
CFO: Claudio Salvati
Subsidiary of Seat
Total Employees: 370
Total Revenue, FYE(12/88): 51,000.0 mLR

Sele Sistemi SPA

C. S0 Porta Nuova 46/52
20121 Milano
Italy
Telephone: (39)-2-6298
Fax: (39)-2-657-2081
Services: ProfSvcs
Profile: No

President/CEO: Dott. Maggiarelli
CFO: Rag. Candini
Private Company
Total Employees: 80
Total Revenue, FYE(12/88): 9,000.0 mLR
(estimate)

Selestia Group

Via Meravigli 16
20123 Milano
Italy
Telephone: (39)-2-808751
Services: ProfSvcs
Profile: Yes

President/CEO: Dott. Vittossi
Private Company
Total Employees: 150
Total Revenue, FYE(12/88): 25,000.0 mLR

Serenissima SPA (Hardware Software)

Via Croce Rossa 5
35100 Padova
Italy
Telephone: (39)-49-774000
Services: Turnkey, SysInt
Profile: Yes

Private Company
Total Employees: 140
Total Revenue, FYE(/87): 27,000.0 mLR (estimate)

Servizi Gestionali

Via Brunico 19
20126 Milano
Italy
Telephone: (39)-2-255-1742
Fax: (39)-2-70-00-713
Services: ProfSvcs
Profile: Yes

President/CEO: Antonio Pareto
CFO: Antonio Pareto
Private Company
Total Employees: 60
Total Revenue, FYE(12/88): 6,000.0 mLR

Sime

Via Taramelli 28
20124 Milano
Italy
Telephone: (39)-2-62701
Fax: (39)-2-6270-4614
Services: Processing
Profile: Yes

President/CEO: Dott. A. Vigevani
CFO: Rag. Bertoglio
Subsidiary of Montedison/Enimont
Total Employees: 315
Total Revenue, FYE(12/88): 39,000.0 mLR

Sipe Optimation

Via Erminio Spalla 53
00142 Roma
Italy
Telephone: (39)-6-54761
Services: ProfSvcs
Profile: Yes

Subsidiary of System Management
Total Employees: 285
Total Revenue, FYE(/88): 39,000.0 mLR

Sirio Informatica

Via Pergolesi 8
20124 Milano
Italy
Telephone: 2 6770511
Fax: 2 6702654
Services: Software, Professional
Profile: Yes

CEO: Ing. Enzo Facchini
Status: Subsidiary
Number of Employees: 81
Revenue: (FYE 1989) Lire 6.197m



Sopin

Via del Serafico 200
00142 Roma
Italy
Telephone: (39)-6-503971
Services: Turnkey
Profile: Yes

President/CEO: Dott. Aldo Boldi
Private Company
Total Employees: 263
Total Revenue, FYE(/88): 60,000.0 mLR

Summa

Via Caroncini 58
00197 Roma
Italy
Telephone: (39)-6-803-778
Services: ProfSvcs
Profile: No

President/CEO: Massimo Bartoli
Private Company
Total Employees: 10
Total Revenue, FYE(12/89): 400.0 mLR (estimate)

Syntax Systemi Software

Via G Fanelli 206/16
70125 Bari
Italy
Telephone: (39)-80 273 111
Fax: (39)-80 273 400
Services: Professional, Software
Profile: Yes

CEO: Franco De Bene Detti
Olivetti subsidiary
Total Employees: 700
Total Revenue, FY(/89): 80bn Lire

Sys-Dat Group

Via Lombardia 20
20131 Milano
Italy
Telephone: (39)-2-236-4550
Services: ProfSvcs
Profile: Yes

President/CEO: Contact Sig. Fursi
Private Company
Total Employees: 105
Total Revenue, FYE(12/88): 20,000.0 mLR

System Management

Via Brisa 3
20123 Milano
Italy
Telephone: (39)-2-866341
Services: ProfSvcs
Profile: Yes

Private Company
Total Employees: 270
Total Revenue, FYE(/89): 29,000.0 mLR

Tema

Viale Aldo Moro 38
40127 Bologna
Italy
Telephone: (39)-51-505684
Profile: Yes

President/CEO: Ing. Vincenzo Garvaiso
CFO: Sig. Astrella
Subsidiary of ENI
Total Employees: 50
Total Revenue, FYE(12/88): 5,000.0 mLR

West 80

Via Siepelunga 57

401(39)- Bologna

Italy

Telephone: (39)-51-345911

Fax: (39)-51-346958

Services: ProfSvcs

Profile: No

President/CEO: Alessandro Volpi

CFO: Giuseppe Chili

Private Company

Total Employees: 100

Total Revenue, FYE(12/88): 11,000.0 mLR



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
NETHERLANDS

ADP Benelux BV

Lylantse Baan 1
Postbus 1288
3000 BG Rotterdam
Netherlands
Telephone: (31)-10-459 8911
Fax: (31)-10-458 7618
Services: Processing
Profile: No

President/CEO: H.A.G. Wielaard
Public and Subsidiary of ADP
Total Employees: 200
Total Revenue, FYE(/89): 50.0 mDFL

Akzo Systems Nederland BV

Pascalstraat 15
Postbus 450
6710 BL Ede
Netherlands
Telephone: (31)-8380-74444
Fax: (31)-8380-74333
Services: Software
Profile: No

President/CEO: Dr J.P. Herweijer
Private and Subsidiary of Akzo Group
Total Employees: 160
Total Revenue, FYE(/89): 36.0 mDFL

Alpha Computer Diensten BV

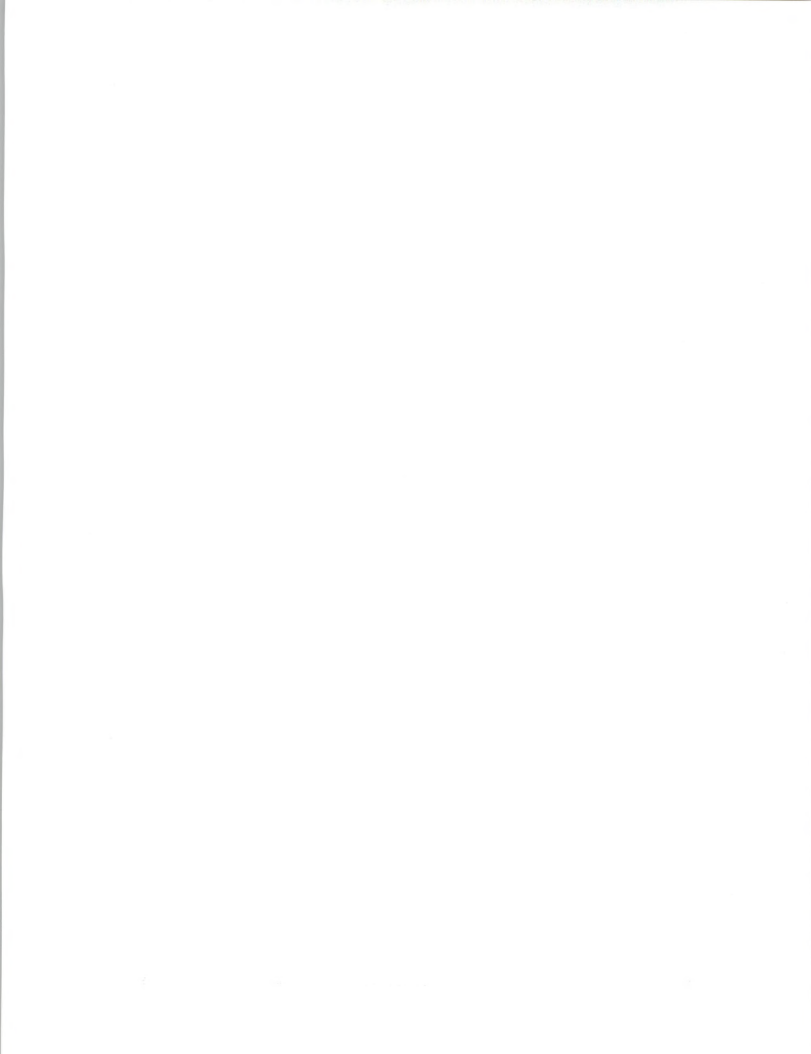
Hettenheuvelweg 51
Postbus 12699
1100 AR Amsterdam
Netherlands
Telephone: (31)-020-5673911
Fax: (31)-020-5673520
Services: Processing, ProfSvcS
Profile: Yes

President/CEO: B.C.H. Zondag
Private Company
Total Employees: 120
Total Revenue, FYE(/88): 52.0 mDFL

BV Computer Centrum Nederland

Schinkelstraat 4
Postbus 154
6400 AD Heerlen
Netherlands
Telephone: (31)-045-787111
Fax: (31)-045-740310
Services: Processing, ProfSvcS
Profile: No

President/CEO: Drs F. van Binsbergen
Subsidiary of DSM
Total Employees: 380
Total Revenue, FYE(/89): 99.0 mDFL



CAP Gemini Pandata BV

Adm. Helfrichlaan 1
Postbus 3164
3502
3502 GD Utrecht
Netherlands
Telephone: (31)-30-9299211
Fax: (31)-30-933342
Services: Software, ProfSvcs, SysInt
Profile: No

President/CEO: P. Barbier
Public and Subsidiary of Cap Gemini Sogeti (France)
Total Employees: 1,400
Total Revenue, FYE(/89): 93.0 mDFL

Centraal Beheer Automatisering BV

Laan van Malkenschoten 20
Postbus 9120
7300 HK Apeldoorn
Netherlands
Telephone: (31)-055-799111
Fax: (31)-055-792929
Services: Software
Profile: No

President/CEO: Drs J.A.M. Rutgers
CFO: W.H. Hurts
Private Company
Total Employees: 300
Total Revenue, FYE(/88): 88.0 mDFL

Circle Information Systems BV

Huskensweg 20
Postbus 276
6400 AG Heerlen
Netherlands
Telephone: (31)-045-734444
Fax: (31)-045-734208
Services: CustSvcs
Profile: No

President/CEO: H.C. Smits
Subsidiary of Philips
Total Employees: 120
Total Revenue, FYE(/89): 20.0 mDFL

CMG Nederland BV

Laan van Kronenburg 14
Postbus 159
1180 AD Amstelveen
Netherlands
Telephone: (31)-020-457251
Fax: (31)-020-434796
Services: Processing, ProfSvcs, Network
Profile: No

President/CEO: W.N.J. Koppers, J.H.
Nieuwenhuizen
CFO: L. Grootendorst, Ir T. Rusting
Private and Subsidiary of CMG
Total Employees: 750
Total Revenue, FYE(/89): 135.0 mDFL (estimate)

Computercentrum C. van de Velden BV

Gildemeestersplein 298
Postbus 9226
KH 6800 Arnhem
Netherlands
Telephone: (31)-050-212805
Profile: No

President/CEO: Drs ir G.R.J. Hagevoort
CFO: Ir J.L.J. van Vroonhoven
Total Employees: 34

Computertoepassing Bouwwezen

Galvanistraat 1
Postbus 239
6710 BE Ede
Netherlands
Telephone: (31)-08380-70111
Fax: (31)-08380-37582
Services: Software, ProfSvc
Profile: No

President/CEO: CTB Holding BV Drs R. Wielenga
CFO: CTB Bouwautomatisering BV: Ing. C. de Koning
Private Company
Total Employees: 180
Total Revenue, FYE(/88): 25.0 mDFL

CPP Nederland BV

van Houten Industriepark 11
Postbus 143
1380 AC Weesp
Netherlands
Telephone: (31)-02940-15441
Fax: (31)-02940-13974
Services: Software
Profile: No

President/CEO: L.G.F. Pinckaers
Private and Subsidiary of Sema Group (France)
Total Employees: 160

Datex Software BV

Hogehilweg 5
PO Box 22678
1100 DD Amsterdam 20
Netherlands
Telephone: (31)-20-977771
Fax: (31)-20-910569
Services: ProfSvc
Profile: No

President/CEO: Ir. J.H. Brouwer
Total Employees: 1150
Total Revenue, FYE(/89): 156.8 mDFL (estimate)

Econocom (Netherlands)

Paasheuvelweg 10
1105 BH Amsterdam 20
Netherlands
Telephone: (31)-20-563-3333
Services: ProfSvc
Profile: No

Subsidiary of Econocom Belgium
Total Revenue, FYE(/88): 10.0 mDFL

Getronics N.V.

Donauweg 10
1043 AJ Amsterdam
The Netherlands
Telephone: (31)-20-18556
Fax: (31)-20-8861 568
Services: Professional, Customer
Profile: Yes

President/CEO: A.H.J. Risseuw
Getronics subsidiary
Total Revenue, FY(89): 390 m Dfl



ICS Instituut voor Computer Software BV

Europalaan 530
3526 KS Utrecht
Netherlands
Telephone: (31)-030-892872
Fax: (31)-030-883474
Services: ProfSvcs
Profile: No

President/CEO: M.F.A.M. van Beurden
Private Company
Total Employees: 280
Total Revenue, FYE(/): 50.0 mDFL

Intergraph Europe Inc.

Hoofddorp
The Netherlands
Telephone: (31)-2503 66333
Services: Turnkey, Professional
Profile: Yes

CEO: W. Meadlock
MD Germany: Manfred Siebert
Status: Subsidiary of U.S. Co.
Number of Employees: 1,100 (Europe), 5,100 (total)
Revenue (FYE 31-12): \$860m (WW), \$281m (Europe)

L & T International BV

Winkelcentrum Woensel 84
Postbus 111
5602 BC Eindhoven
Netherlands
Telephone: (31)-040-411425
Fax: (31)-040-480125
Services: Software, ProfSvcs
Profile: No

President/CEO: Drs R.J.L. van Stiphout R.A.:
Financial Director
CFO: H.W. Gooskens, J.H.G. Snijders, J.P.T. Chr. Konings
Private and Subsidiary of Boucerfons
Total Employees: 230
Total Revenue, FYE(/): 40.0 mDFL

Multihouse NV

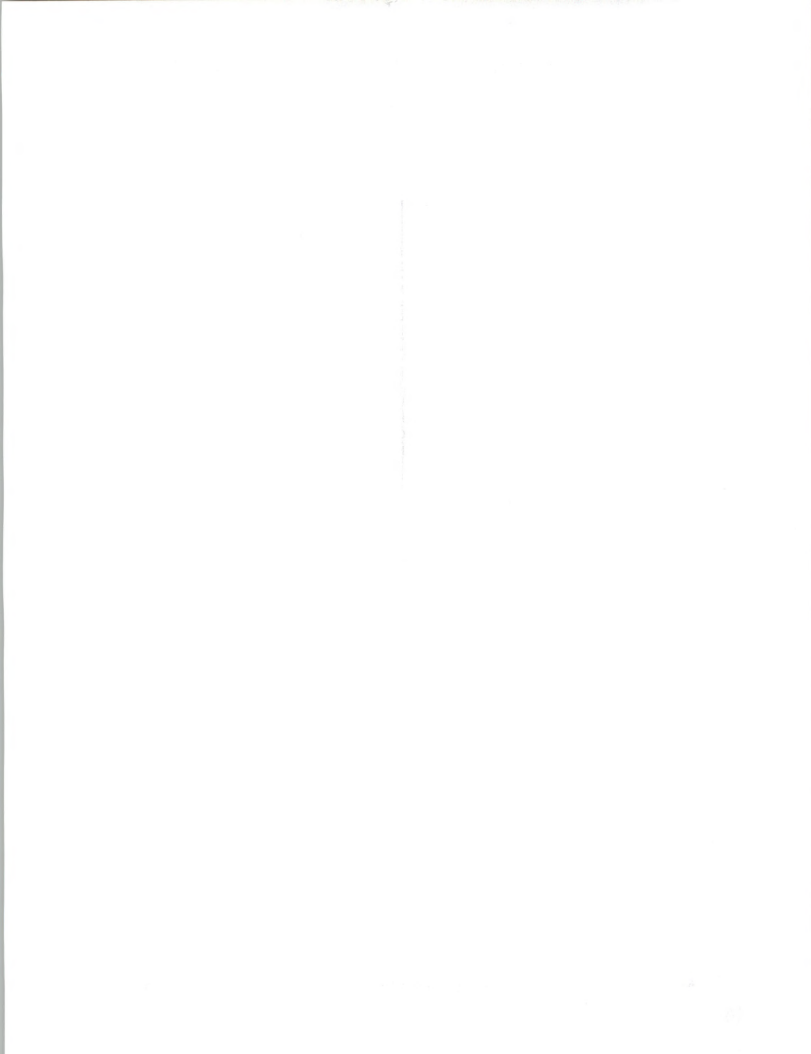
Doesburgweg 7
2803 PL Gouda
Netherlands
Telephone: (31)-01820-62944
Fax: (31)-01820-62500
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Ing. H.J. Jacken
Private Company
Total Employees: 500
Total Revenue, FYE(/89): 13.8 mDFL

RAET Software & Computer Services BV

Groningensingel 1
Postbus 4077
6803 EB Arnhem
Netherlands
Telephone: (31)-085-246911
Fax: (31)-085-246237
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: Ir H. Matthes
CFO: Drs J.M. Albers, Drs H. Gompelman
Private Company
Total Employees: 1,752
Total Revenue, FYE(/89): 400.0 mDFL



Tandem Computers Europe Inc.

Van Nieuwen Geodhartlaan 935
1181 Ldamstelveen

The Netherlands

Tel: (31)-20 5454 911

Fax: (31)-20 43 66 98

Services: Customer

Profile: Yes

MD Europe: Rob F Hoogstraten

Status: U.S. subsidiary

Number of Employees: 9,548 world-wide, 1,370
Europe (estimate)

Revenue (FYE 30-09-89): \$1.35 billion world-wide,
\$530.0 million Europe.

Volmac BV

Catharijnesingel 30-33

Postbus 2575

GN 3500 Utrecht

Netherlands

Telephone: (31)-030-324911

Fax: (31)-030-324433

Services: ProfSvc

Profile: Yes

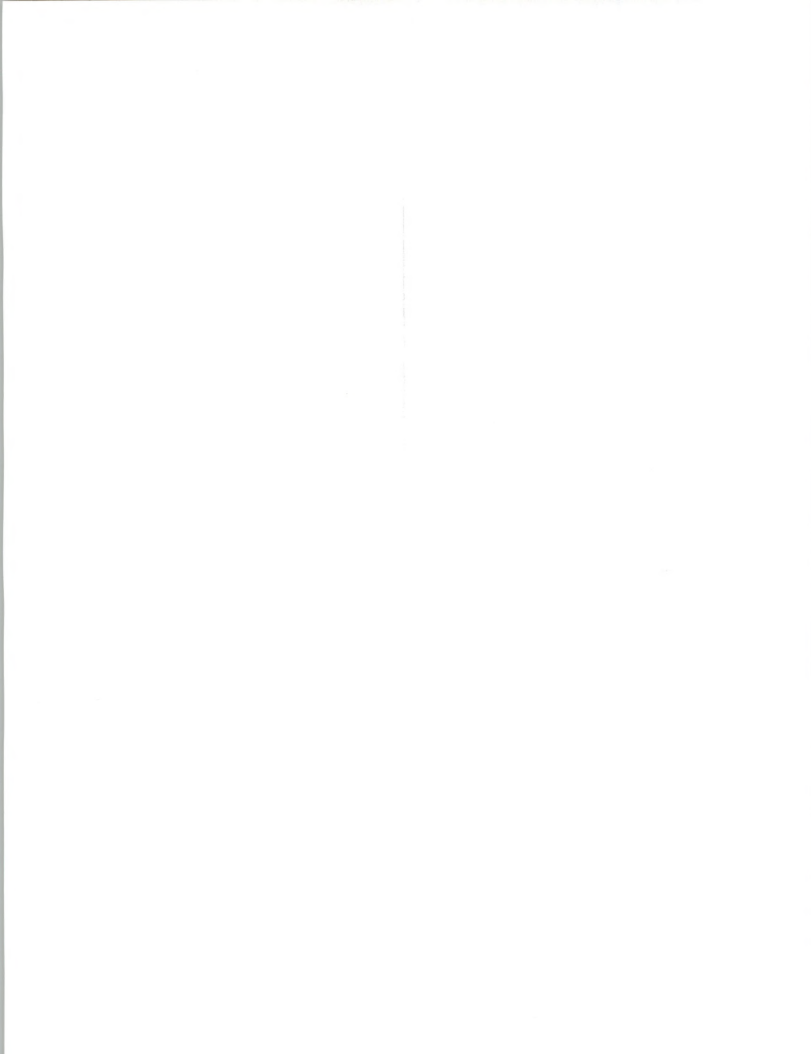
President/CEO: P. van't Hoff, P.G.M. Gielisse

CFO: P.N. Verpoorte

Public Corporation

Total Employees: 3,381

Total Revenue, FYE(/89): 543.6 mDFL



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
NORWAY

A. Andersen & Co. Konsulent

Drammenveien 134
Oslo 2
Norway
Telephone: (47)-2-462800
Fax: (47)-02-468714
Services: ProfSvcs
Profile: No

President/CEO: Lars Henriksen
Partnership
Total Employees: 150
Total Revenue, FYE(08/89): 92.0 mNK

Agderdata A/S

Aegirsvei 10
4604 Kristiansand
Norway
Telephone: (47)-42-97000
Fax: (47)-42-89888
Services: Processing, Turnkey, Professional
Profile: Yes

President/CEO: Jon Anders Kongsrud
Subsidiary of Kommunedata
Total Employees: 130
Total Revenue, FYE(12/89): 107.5 mNK

A/S Nordlandsdata

Postboks 331
8001 Bodo
Norway
Telephone: (47)-81-25520
Services: Processing, ProfSvcs
Profile: No

President/CEO: Oddmund Jensen
Public Corporation
Total Employees: 28
Total Revenue, FYE(12/88): 28.0 mNK

Bankenes Betalingssentral A/S

Havard Martinsens Vei 54
Kalbakken Oslo 9
Norway
Telephone: (47)-2-215500
Fax: (47)-2-212444
Services: Processing
Profile: Yes

President/CEO: Jan M. Melandso
CFO: Dag Kjensjord
Total Employees: 691
Total Revenue, FYE(01/89): 485.2 mNK

Cap Gemini Norge

Rosengranztgt 16
0160 Oslo 1
Norway
Telephone: (47)-02-420260
Services: ProfSvcs
Profile: No

President/CEO: Arve Moen
Public Corporation
Total Employees: 230



Computas Veritasun

Ventarveien 1
1332 Hovik
Norway
Telephone: (47)-02-477950
Fax: (47)-02-479871
Services: ProfSvc
Profile: No

President/CEO: Svein Svarstad
CFO: Bengt Olsson
Subsidiary of Det Norske Veritas
Total Employees: 160
Total Revenue, FYE(12/88): 112.0 mNOK

EDB A/S

Box 139 Okern
0509 Oslo 5
Norway
Telephone: (47)-2-728000
Fax: (47)-2-654107
Services: Processing, ProfSvc
Profile: Yes

President/CEO: Hans Kristian Vold
Subsidiary of NPL Holdings A/S
Total Employees: 370
Total Revenue, FYE(12/89): 275.0 mNOK

Fellesdata A/S

Box 248, Skoeyen
0212 Oslo 2
Norway
Telephone: (47)-2-528080
Fax: (47)-2-528510
Services: Processing
Profile: No

President/CEO: Leif K. Olaussen
CFO: Owe Tosterud
Subsidiary of the savings banks of Norway
Total Employees: 523
Total Revenue, FYE(12/89): 527.7 mNOK

GPI A/S

Karihaugen 89
1001 Oslo 10
Norway
Telephone: (47)-2 30 90 00
Fax: (47)-2 30 85 85
Services: Professional, Turnkey
Profile: Yes

MD: Elisabeth D. Holthe
Status: Public
Number of Employees: 274
Revenue (FYE 31-12-89): NOK 321.6 million

IDA A/S

Box 1163, Sentrum
0107 Oslo 1
Norway
Telephone: (47)-2-158690
Fax: (47)-2-225645
Services: Processing, ProfSvc
Profile: Yes

President/CEO: Morten Eldevik
CFO: L. Mauritz Hansen
Subsidiary of The commercial banks of Norway
Total Employees: 439
Total Revenue, FYE(12/89): 516.2 mNOK

Informatikk Group

Sandviksveien 22
1322 Hovik
Norway
Telephone: (47)-2 59 04 00
Fax: (47)-2 59 19 71
Services: Professional
Profile: Yes

MD: Knut Balchen
Status: Private
Number of Employees: 314
Revenue (FYE 31-12-89): NOK 186 million

Kommunedata A/S

Box 1628, Vika
0119 Oslo 1
Norway
Telephone: (47)-02-336080
Fax: (47)-02-427934
Services: Processing, ProfSvcs, SysInt
Profile: Yes

President/CEO: C. Garmann
CFO: Bjorn Kyelin
Total Employees: 1,400
Total Revenue, FYE(12/88): 1,032.0 mNOK

Landburodata A/S

Box 3671, Gamlebyen
0135 Oslo 1
Norway
Telephone: (47)-02-133310
Services: Processing, ProfSvcs
Profile: No

President/CEO: Jan Rundeberget
CFO: Trond Vetterstad
Public Corporation
Total Employees: 125
Total Revenue, FYE(12/88): 94.0 mNOK

Merkantildata A/S

Box 76, Refstad
0513 Oslo 5
Norway
Telephone: (47)-02-710550
Services: SysInt, Network
Profile: No

President/CEO: Thomas Olsen
CFO: Knut Langujenn
Public Corporation
Total Employees: 72
Total Revenue, FYE(12/88): 142.0 mNOK

Moredata A/S

Postboks 38
6001 Alesund
Norway
Telephone: (47)-071-23488
Services: Software, ProfSvcs
Profile: No

President/CEO: Asbjorn Ytterland
CFO: Svein Inge Alnes
Public Corporation
Total Employees: 16
Total Revenue, FYE(12/88): 8.3 mNOK

Nordata/Vestdata

Box 145 Kaldbakken
0902 Oslo 9
Norway
Telephone: (47)-02-162410
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: Jan Erik Kundsén
Public Company
Total Employees: 526
Total Revenue, FYE(12/89): 415.5 mNOK

Norsk Data A/S

Olaf Helsets Vei 5
P.O. Box 25, Bogerud
N-0621 Oslo 6
Norway
Telephone: (47)-2 628000
Fax: (47)-2 628001
Services: SystInt
Profile: Yes

CEO: Erik Engebresten
Status: Public
Number of Employees: 2,698
Revenue (FYE 31-12-89): NOK 2.5 billion

the 'information' and 'communication' fields. The 'information' field is defined as:

...the study of the nature, structure, and use of information, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information. (p. 1)

The 'communication' field is defined as:

...the study of the nature, structure, and use of communication, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of communication. (p. 1)

The 'information science' field is defined as:

...the study of the nature, structure, and use of information science, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information science. (p. 1)

The 'information technology' field is defined as:

...the study of the nature, structure, and use of information technology, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information technology. (p. 1)

The 'information systems' field is defined as:

...the study of the nature, structure, and use of information systems, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information systems. (p. 1)

The 'information management' field is defined as:

...the study of the nature, structure, and use of information management, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information management. (p. 1)

The 'information services' field is defined as:

...the study of the nature, structure, and use of information services, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information services. (p. 1)

The 'information resources' field is defined as:

...the study of the nature, structure, and use of information resources, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information resources. (p. 1)

The 'information products' field is defined as:

...the study of the nature, structure, and use of information products, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information products. (p. 1)

The 'information processes' field is defined as:

...the study of the nature, structure, and use of information processes, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information processes. (p. 1)

The 'information environments' field is defined as:

...the study of the nature, structure, and use of information environments, and the development of methods for the collection, organisation, storage, retrieval, and dissemination of information environments. (p. 1)

Norsk Informationsteknologi KDO/Vest-Viken AS (NIT-GRUPPEN)

Lovstadsveien
P.O. Box 310
2301 Hamar
Norway
Telephone: (47)-65 75 000
Fax: (47)-65 75 500
Services: Professional
Profile: Yes

President: Jan Wibe
Status: Local government owned
Number of Employees: 656
Revenue (FYE 31-12-89): NOK 488.2 million

Ostlandsdata A/S

Skogveien 41
2300 Hamar
Norway
Telephone: (47)-65-21080
Services: ProfSvc, SysInt
Profile: No

President/CEO: Knut Andersen
CFO: Knut Andersen
Subsidiary of Malardata A/S
Total Employees: 41
Total Revenue, FYE(12/89): 51.7 mNOK

Provida A/S

Torggaten 2-4-6
P. Box 1174 Sentrum
0107 Oslo 1
Norway
Telephone: (47)-2 42 68 00
Fax: (47)-2 42 68 10
Services: Professional
Profile: Yes

MD: Jo Arnstad
Status: Bank subsidiary
Number of Employees: 100
Revenue (FYE 31-12-90): NOK 70 million

Rogalandsdata A/S

Rektor Natvig Pedersenvei 29
P.O. Box 369
4001 Stavanger
Norway
Telephone: (47)-4 55 50 00
Fax: (47)-4 55 16 58
Services: Professional
Profile: Yes

MD: Kjell Lunde
Status: Local government owned
Number of Employees: 217
Revenue (FYE 31-12-89): NOK 204.0 million

Scanvest Olivetti

Brekkeveien 22
Box 66, Korsvoll
0808 Oslo 8
Norway
Telephone: (47)-2-232280
Fax: (47)-2-186461
Services: ProfSvc
Profile: Yes

President/CEO: Ranieri de Ferrante
CFO: Fawzy Aly
Olivetti Subsidiary
Total Employees: 500
Total Revenue, FYE(12/89): 849.0 mNOK

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Service Data A/S

Folke Bernadottes vei 38
5020 Bergen
Norway
Telephone: (47)-5-171000
Fax: (47)-5-172717
Services: Processing
Profile: Yes

President/CEO: Harald J. Karlsen
Subsidiary of Vesta/Hygea-Neve (Finland)
Total Employees: 71
Total Revenue, FYE(12/89): 119.2 mNK

Skogdata A/S

Ryensvingen 15
0680 Oslo 6
Norway
Telephone: (47)-02-675180
Fax: (47)-02-199091
Services: Processing, ProfSvc, SysInt
Profile: No

President/CEO: Berhl Auselsen
CFO: Bjorn Berntzen
Public Corporation
Total Employees: 42
Total Revenue, FYE(12/88): 33.0 mNK

Statens Datasentral

Ulvenveien 89 B
0581 Oslo 5
Norway
Telephone: (47)-2-645100
Fax: (47)-2-648407
Services: Processing, SysInt
Profile: Yes

President/CEO: Knut Ottem
Subsidiary of State
Total Employees: 219
Total Revenue, FYE(12/89): 205.1 mNK

Teamco ADB A/S

Boks 107, Okern
0611 Oslo 5
Norway
Telephone: (47)-02-649730
Services: Processing
Profile: No

President/CEO: Gjermund Aspelind
CFO: Trond Gjenseln
Subsidiary of Teamco A/S
Total Employees: 130
Total Revenue, FYE(12/88): 134.0 mNK

Telemark Data

Postboks 90
3901 Porsgrunn
Norway
Telephone: (47)-03-502600
Services: Turnkey, SysInt
Profile: No

President/CEO: Soever Aagestad
CFO: John Hansen
Private by Sola, BeA, Diplom, ISS
Total Employees: 19
Total Revenue, FYE(12/88): 25.0 mNK

Telub Service A/S (Norway)

Loren Vangen 23, Postboks 48 Refstad
N-0513 Oslo 5
Norway
Telephone: (47)-02-652250
Fax: (47)-02-631109
Services: CustSvc
Profile: No

Subsidiary of FFV Sweden
Total Employees: 30
Total Revenue, FYE(12/89): 28 mNK

Tromsø Datasentral A/S

Box 507

9001 Tromsø

Norway

Telephone: (47)-83-55600

Services: Processing, ProfSvcs

Profile: No

President/CEO: Terye Nypan

CFO: Birger Haug

Public Corporation

Total Employees: 62

Total Revenue, FYE(12/88): 55.0 mNK

Unic-Gruppen A/S

Sagveien 17

0548 Oslo 4

Norway

Telephone: (47)-02-383910

Fax: (47)-02-380678

Services: ProfSvcs, SysInt

Profile: No

President/CEO: Jan Storhaug

Private Company

Total Employees: 120

Total Revenue, FYE(12/89): 300 mNK



VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
SPAIN

AIS

Aplicaciones De
Inteligencia Artificial S A
Comte Borell 318
Entlo la
08029 Barcelona
Spain
Telephone: (34)-3 2392805/3213306
Fax: (34)-3 4309709
Services: Professional, Software

Marketing Director: Rafael Sala
Status: Public
Number of Employees: 40
Revenue, (FYE 31/12/89): 90m Ptas

Ashton-Tate SA

Laguna Grande
28034 Mirasierra-Madrid
Spain
Telephone: (34)-1-730-4601
Fax: (34)-1-738-8357
Services: Software
Profile: No

Private Company
Total Employees: 22

Asicom SA

Aragon, 2646030
08007 Barcelona
Spain
Telephone: (34)-3 215 9000
Fax: (34)-3 215 3885
Services: Software, Professional
Profile: Yes

CEO: Robert Messer
Private Company
Total Employees: 50
Total Revenue, FY(/89): 900m Ptas

Bull Espana SA

Arturo Soria 107
28043 Madrid
Spain
Telephone: (34)-1-413-3212
Fax: (34)-1-415-6149
Services: Turnkey
Profile: No

President/CEO: Jose De Azcoitia
Contact Eva Artabe, Departamento Marketing
Subsidiary of Bull (France)
Total Employees: 750
Total Revenue, FYE(12/89): 22,127 mPTA

Calcul I Gestio SA

Calvet 36-38
08021 Barcelona
Spain
Telephone: (34)-3-201-0099
Services: Turnkey, ProfSvcs
Profile: No

Private Company
Total Employees: 105
Total Revenue, FYE(12/88): 700.0 mPTA

Calculo SA

Francisco Sancha 4
28034 Madrid
Spain
Telephone: (34)-1-358-0875
Fax: (34)-1-729-0075
Services: Processing
Profile: Yes

President/CEO: Jose Maria Suner and Simon Moya
Marinas
Private Company
Total Employees: 41
Total Revenue, FYE(12/88): 290.0 mPTA

Cencal SA

Viladomat 140 bis 2-4
08015 Barcelona
Spain
Telephone: (34)-3-254-4332
Services: Processing
Profile: No

President/CEO: Robert Schjaer Martin (MD)
Private Company
Total Employees: 20
Total Revenue, FYE(12/88): 160.0 mPTA (estimate)

Cenec S.A.

Galileo, 26
28015 Madrid
Spain
Telephone: (34)-1 447 4116/447 5169
Fax: (34)-1 593 0184
Services: Software, Professional
Profile: Yes

President and Co-Founder: Leopoldo Mora
VP and Co-Founder: Conrado Cienfuegos
Status: Private
Number of Employees: 110
Revenue (FYE 31-12-89): \$8.4 million

Central Informatica SA

Ocana 151
28047 Madrid
Spain
Telephone: (34)-718-3050
Fax: (34)-717-2380
Services: ProfSvcs
Profile: Yes

Private Company
Total Employees: 240
Total Revenue, FYE(12/89): 1,088 mPTA (estimate)

Centrisa

Corsega 373
08037 Barcelona
Spain
Telephone: (34)-3-258-9100
Services: ProfSvcs
Profile: Yes

President/CEO: Miguel Garcia Vestit
Private by Catalana de Gas, Hidroelectrica de
Cataluna, Hidroelectrica Espanola
Total Employees: 194
Total Revenue, FYE(12/89): 1,859 mPTas

Centro de Calculo Del Bages SA

Alfons 12 Nr. 12
08240 Manresa
Spain
Telephone: (34)-3-872-4055
Services: Software, Processing, ProfSvcs
Profile: No

Subsidiary of Centro de Calculo de Sabadell (CCS)
Total Employees: 9
Total Revenue, FYE(12/88): 112.0 mPTA



Centro de Calculo del Maresme

Auda del Maresme 305

08301 Mataro

Spain

Telephone: (34)-3-796-0658

Fax: (34)-3-755-1686

Services: Software

Profile: No

Subsidiary of C.C. Sabadell

Total Employees: 30

Total Revenue, FYE(12/88): 400.0 mPTA

Centro de Calculo Sabadell SA (Spain)

Avda Castell de Barbera 22-24

Barbera del Valles

08210 (Barcelona)

Spain

Telephone: (34)-3-718-1699

Fax: (34)-3-718-3451

Services: Turnkey

Profile: Yes

President/CEO: Jose A. Diaz Salanova

CFO: Martin Sala Roca

Subsidiary of Cisi (France)

Total Employees: 734

Total Revenue, FYE(12/89): 6.710 mPTA

CGI-Informatica

Raimundo Fernandez Villaverde 65

Edificio Windsor

28003 Madrid

Spain

Telephone: (34)-1-556-7514

Fax: (34)-1-555-6939

Services: Software, ProfSvcs

Profile: Yes

MD: Jesus de la Fuente Izaguirre

Subsidiary of CGI (France)

Total Employees: 120

Total Revenue, FYE(08/89): 851.0 mPTA

Cibernos SA

Vizconde de Matamala 7

20028 Madrid

Spain

Telephone: (34)-1-245-7603

Fax: (34)-1-246-3910

Services: ProfSvcs

Profile: Yes

MD: Julio Fernandez de la Veja

Subsidiary of Cibernos

Total Employees: 500

Total Revenue, FYE(12/89): 2,250.0 mPTA

Cinsa

Orense 58, Planta 12

28020 Madrid

Spain

Telephone: (34)-1-556-5714

Fax: (34)-1-556-6677

Services: ProfSvcs

Profile: No

Private Company

Total Employees: 420

Total Revenue, FYE(12/89): 3,045 mPTA



Compaq Computer SA

Rosario Pino 14-16

28020 Madrid

Spain

Telephone: (34)-1-571-4722

Fax: (34)-1-571-2760

Services: Turnkey

Profile: No

Private Company

Total Employees: 35

Total Revenue, FYE(12/88): 1,720.0 mPTA

Compusoft Ingenieria Informatica SA

Albacete 10

46007 Valencia

Spain

Telephone: (34)-6-325-1702

Fax: (34)-6-325-2514

Services: SysInt

Profile: No

Private Company

Total Employees: 13

Total Revenue, FYE(12/88): 150.0 mPTA (estimate)

Concept Iberica SA

Orense 34

28020 Madrid

Spain

Telephone: (34)-1-456-6056

Fax: (34)-1-597-1348

Services: ProfSvcs

Profile: No

Subsidiary of Concept

Total Employees: 15

Total Revenue, FYE(12/88): 200.0 mPTA

Costaia

Euterpe 11

08017 Barcelona

Spain

Telephone: (34)-3-2034958

Fax: (34)-3-2057917

Services: Processing

Profile: Yes

President/CEO: Mauricio Recolons de Arquer

Private Company

Total Employees: 58

Total Revenue, FYE(12/88): 530.0 mPTA

CRESA Cuarzo Radioelectronico Espanol

Numancia 107-109

08029 Barcelona

Spain

Telephone: (34)-3-322-3511

Fax: (34)-3-322-5663

Services: ProfSvcs

Profile: No

President: Enrique Duran

Private Company

Total Employees: 70

Total Revenue, FYE(12/89): 1,300 mPTA

Datapoint Iberica SA

Costa Brava 13

28034 Madrid

Spain

Telephone: (34)-1-734-1011

Fax: (34)-1-734-0632

Services: ProfSvcs

Profile: No

Subsidiary of Datapoint Corporation

Total Employees: 105

Total Revenue, FYE(07/88): 1,700.0 mPTA



Datisa

Sanchidrian 13-15
Chalet Nr. 3
28023 Pozvelo de Alarcon
Spain
Telephone: (34)-1-715-9268
Fax: (34)-1-352-3100
Services: Software, ProfSvcs
Profile: No

President/CEO: Ignacia Pamar Goma
Contact Isabel Ballester/Directora Comercial
Private Company
Total Employees: 15
Total Revenue, FYE(12/88): 120.0 mPTA

EDEF SOFT

C/Modesto La Fuente 32
28003 Madrid
Spain
Telephone: (34)-1 442 4488
Fax: (34)-1 442 8000
Services: Software
Profile: Yes

Managing Director: Santiago De Tomas
Status: Private
Number of Employees: 37
Revenue: (FYE 1989) 550m Ptas

Egermatic SA

San Antonio 5
08221 Tarrassa
Spain
Telephone: (34)-3-783-7722
Fax: (34)-3-786-2652
Services: Processing
Profile: No

Subsidiary of Mutua de Tarrassa
Total Employees: 21
Total Revenue, FYE(12/88): 130.0 mPTA

Eltec SA

Balmes 226-1
08006 Barcelona
Spain
Telephone: (34)-3-237-6404
Fax: (34)-3-415-8959
Services: ProfSvcs
Profile: Yes

President/CEO: Mr. Jaime Brossa
CFO: Mr. Angel Ovejas
Contact Mr. Pedro Raventos (Marketing Dir)
Private Company
Total Employees: 263
Total Revenue, FYE(10/88): 1,000.0 mPTA

Entel SA

Po Castellana 141
Edificio Cuzco IV
28046 Madrid
Spain
Telephone: (34)-1-348-1100
Fax: (34)-1-279-1074
Services: Software, Turnkey
Profile: Yes

President/CEO: J.F. Olascoaga Gomez and Antonio
Bertran Astola
CFO: J. Antonio Saez Gualgo
Subsidiary of Telefonica
Total Employees: 1816
Total Revenue, FYE(12/89): 10,556 mPTA



Epimsa

Avda de los Madroños 29
28047 Madrid
Spain
Telephone: (34)-1-200-8140
Fax: (34)-1-759-8658
Services: Processing, ProfSvcs
Profile: No

Subsidiary of Comunidad Autonoma de Madrid
Total Employees: 226
Total Revenue, FYE(12/88): 1,100.0 mPTA

Erdisa

Orense 34
28020 Madrid
Spain
Telephone: (34)-1-597-3534
Fax: (34)-1-597-0325
Services: Turnkey, SysInt
Profile: No

President/CEO: Manuel R. Lopez Goya
Contact Sr. Martinez Llanesa
Subsidiary of Inisel
Total Employees: 70
Total Revenue, FYE(12/88): 200.0 mPTA

Eria Estudios SA

Condesa de Venadito 1
28027 Madrid
Spain
Telephone: (34)-1-405-0013
Fax: (34)-1-404-6579
Services: ProfSvcs
Profile: Yes

President/CEO: Manuel Lopez Goya
CFO: Antonio Fernandez Hernandez
Private Company
Total Employees: 600
Total Revenue, FYE(12/88): 3,277.0 mPTA

Estudios y Consejos Logicos SA

Serrano, 2310 planta
28001 Madrid
Spain
Telephone: (34)-1 4319101
Fax: (34)-1 5777519
Services: Network, Professional, Turnkey

Managing Director: Hermenegildo Morell Fuentes
Status: Subsidiary of Sysmark
Number of employees: 85
Revenue: (FYE 1989) 225m Ptas

Fagor Sistemas

B San Andres s/n
P.O.Box 144
20500 Mondragon
Spain
Telephone: (34)-43-799511
Fax: (34)-43-797088
Services: ProfSvcs, SysInt
Profile: No

MD: Jose Ramon Goikoetxea
Subsidiary of Fagor Group
Total Employees: 140
Total Revenue, FYE(12/89): 1,000.0 mPTA

FDM Corporation

C/Cardenal Belluga 8-10
28028 Madrid
Spain
Telephone: (34)-1 255 1404
Fax: (34)-1 246 7183
Services: Software, Turnkey
Profile: Yes

Chairman: Manuel R. de Guzman
Number of Employees: 40
Status: Private
Revenue, (FYE 1989): 400m Ptas



General Microsistemas Informaticos

P de la Habana 138 2

28036 Madrid

Spain

Telephone: (34)-1-457-1111

Fax: (34)-1-250-3762

Services: SysInt

Profile: No

Subsidiary of Nokia Data

Total Employees: 360

Total Revenue, FYE(12/88): 5,045.0 mPTA

Gestio Informatica

P, Sant Joan 25 4-1

0810 Barcelona

Spain

Telephone: (34)-3-245-8101

Fax: (34)-3-447-3871

Services: Software, SysInt

Profile: No

Private Company

Total Employees: 26

Total Revenue, FYE(12/88): 100.0 mPTA

Hispano Olivetti SA

Ronda Universidad 18

08007 Barcelona

Spain

Telephone: (34)-3-317-5000

Fax: (34)-3-302-0148

Services: Turnkey, ProfSvc

Profile: No

Subsidiary of Olivetti

Total Employees: 1,800

Total Revenue, FYE(12/88): 35,380.0 mPTA

Ibermatica SA

Gran Parque Miramon s/n

20009 San Sebastian

Spain

Telephone: (34)-4-346-2011

Fax: (34)-4-345-4338

Services: Software, Turnkey, ProfSvc

Profile: Yes

President/CEO: Juan Thomas Ariceta Ansain

Subsidiary of Entel and others

Total Employees: 440

Total Revenue, FYE(12/88): 3,581.0 mPTA

Isel

Orense 6-2

28020 Madrid

Spain

Telephone: (34)-1-555-7965

Fax: (34)-1-555-7319

Services: ProfSvc

Profile: No

President/CEO: Santiago Montmany Lozano

CFO: Marcos Jimenez Cimas

Contact Pere Alemany/Subdirector

Subsidiary of Inisel

Total Employees: 100

Total Revenue, FYE(12/88): 1,100.0 mPTA

Logic Control

Carretera Prats 122

08208 Sabadell (Barcelona)

Spain

Telephone: (34)-3-717-8311

Fax: (34)-3-717-2616

Services: Software, ProfSvc

Profile: Yes

President/CEO: Ramon Gracia

Private Company

Total Employees: 650

Total Revenue, FYE(12/88): 6,750.0 mPTA

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Longinet SA

Avda Burgos 12, Bajo Izq.
28036 Madrid
Spain
Telephone: (34)-1-766-1733
Fax: (34)-1-766-1380
Services: ProfSvcs
Profile: No

Private Company

Total Employees: 17

Total Revenue, FYE(12/88): 1,000.0 mPTA

Micronet SA

Santa Engracia 6 1
28010 Madrid
Spain
Telephone: (34)-1-410-5001
Fax: (34)-1-308-0975
Services: Software
Profile: Yes

President: Gerardo Meiro

Private Company

Total Employees: 41

Total Revenue, FYE(12/89): 900 mPTA

Nixdorf Computer

Capitan Haya 38
28020 Madrid
Spain
Telephone: (34)-1-405-2012
Fax: (34)-1-279-3058
Services: Software
Profile: No

President/CEO: Francisco Robert Calvera

CFO: Felix Almeiola

Contact Alberto Qubusch/Desarrollo Software

Subsidiary of Nixdorf A.G. (Germany)

Total Employees: 1,170

Total Revenue, FYE(12/88): 29,960.0 mPTA

O.DATI

Po De Gracia
24 A Planta
08007 Barcelona
Spain
Telephone: (34)-3 3013999
Fax: (34)-3 3172689
Services: Professional, Software
Profile: Yes

Managing Director: Juan Ignacio Barenys

Status: Subsidiary of Olivetti

Number of employees: 180

Revenue: (FYE 1989) Ptas700m

O.C.S. SA

Orense 58
28020 Madrid
Spain
Telephone: (34)-1-556-5767
Fax: (34)-1-597-2249
Services: ProfSvcs
Profile: No

President: Jesus Usar

Private Company

Total Employees: 60

FIG. 1. (a) Time series of the monthly mean precipitation (mm day⁻¹) and (b) monthly mean precipitation (mm day⁻¹) for the period 1979–99. The data are from the National Centers for Environmental Prediction (NCEP) reanalysis.



FIG. 2. (a) Time series of the monthly mean precipitation (mm day⁻¹) and (b) monthly mean precipitation (mm day⁻¹) for the period 1979–99. The data are from the National Centers for Environmental Prediction (NCEP) reanalysis.



FIG. 3. (a) Time series of the monthly mean precipitation (mm day⁻¹) and (b) monthly mean precipitation (mm day⁻¹) for the period 1979–99. The data are from the National Centers for Environmental Prediction (NCEP) reanalysis.



FIG. 4. (a) Time series of the monthly mean precipitation (mm day⁻¹) and (b) monthly mean precipitation (mm day⁻¹) for the period 1979–99. The data are from the National Centers for Environmental Prediction (NCEP) reanalysis.



Philips Informatica SA

Provenza 208
08036 Barcelona
Spain
Telephone: (34)-3-254-0600
Fax: (34)-3-451-0381
Services: Software
Profile: No

Subsidiary of Philips B.V.
Total Employees: 950
Total Revenue, FYE(12/88): 21,500.0 mPTA

Retesa SA

c/ Orense 4 -plia. 10
28020 Madrid
Spain
Telephone: (34)-1-597-4676
Fax: (34)-1-597-2877
Services: Turnkey
Profile: Yes

President/CEO: Jose Gonzalcz Aragones
CFO: Angel Figueredo Zalve
Subsidiary of Banco Santander
Total Employees: 80
Total Revenue, FYE(12/89): 440.0 mPTA

Seresco Levantina

Orense 1
03003 Alicante
Spain
Telephone: (34)-6-522-9747
Fax: (34)-6-522-4152
Services: Processing
Profile: No

Private Company
Total Employees: 130

Sermatica SA

Alfredo Vicenti 41 Bajo
15004 La Coruna
Spain
Telephone: (34)-8127-6111
Services: ProfSvcs
Profile: No

Subsidiary of Banco Pastor
Total Employees: 100
Total Revenue, FYE(12/88): 300.0 mPTA

Siemens SA

Plaza Carlos Trias Bertran S/N
Edificio Sollube
28020 Madrid
Spain
Telephone: (34)-4-555-0002
Services: Software, ProfSvcs
Profile: No

President/CEO: Herr Oberhause
CFO: Sr. de la Flor
Contact Sr. Ribote (Departamento Marketing)
Subsidiary of Siemens A.G. (Germany)
Total Employees: 988
Total Revenue, FYE(09/88): 18,500.0 mPTA

Sintec

Parque Tecnologico di Madrid
Torres Quevedo
28760 Tres Canto Madrid
Spain
Telephone: (34)-1-803 1819
Services: ProfSvcs
Profile: No

Private Company 51% Nixdorf
Total Revenue, FYE(/89): 1,200.0 mPTA
(estimate)

Sistemas APL SAL

Alfredo Marguerie 23
28034 Madrid
Spain
Telephone: (34)-1-730-8066
Fax: (34)-1-730-6779
Services: Processing
Profile: No

President: Jose T. Sellers
Private Company
Total Employees: 32
Total Revenue, FYE(12/90): 165.0 mPTA
(forecasted)

S.M.S.

Capitan Haya 60 1
28020 Madrid
Spain
Telephone: (34)-1-572-1054
Fax: (34)-270-9863
Services: ProfSvcs
Profile: yes

Subsidiary of SMS Corp. (U.S.A.)
Total Employees: 60
Total Revenue, FYE(/88): 700.0 mPTA

Soft SA

Santisima Trinidad 32 5
28010 Madrid
Spain
Telephone: (34)-1-448-3540
Fax: (34)-1-448-4050
Services: ProfSvcs
Profile: No

President: Gonzalo Garcia Munoz
Private Company
Total Employees: 42
Total Revenue, FYE(12/89): 400.0 mPTA

Software AG (Spain)

Manuel Cortina 2; 4 Planta
28010 Madrid
Spain
Telephone: (34)-1-593-8732
Fax: (34)-1-593-0780
Services: ProfSvcs
Profile: Yes

Subsidiary of Software AG (Germany)
Total Employees: 350
Total Revenue, FYE(12/89): 3,450 mPTA

Software de Base SA

Antonio Cavero 39
28043 Madrid
Spain
Telephone: (34)-1-759-5451
Fax: (34)-1-759-6516
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 20
Total Revenue, FYE(12/88): 80.0 mPTA

Software Technologies

Paseo de la Castellana 91
28046 Madrid
Spain
Telephone: (34)-1-555-6002
Services: Software
Profile: No

Private Company
Total Employees: 20

Tao SA

Paseo de Gracia 88 principal
08008 Barcelona
Spain
Telephone: (34)-3-487 3600
Fax: (34)-3-487 3646
Services: Software, ProfSvcs
Profile: Yes

CEO: Ramon Sole
Private Company
Total Employees: 55
Total Revenue, FYE(12/89): 292.0 mPTA

Techno T&G S.A.

Huesca 21
28020 Madrid
Spain
Telephone: (34)-1 431 8309
Fax: (34)-1 279 3880
Services: Software
Profile: Yes

MD: Juan Balard
Status: Private
Number of Employees: 180
Revenue (FYE 1989): Pta 1 billion

Teleinformatica SA

Castellano 91-3 Planta
28020 Madrid
Spain
Telephone: (34)-1-556-7544
Fax: (34)-1-555-2510
Services: Turnkey, Network
Profile: No

Subsidiary of Banco Bilbao Vizcaya
Total Employees: 80
Total Revenue, FYE(12/88): 2,000.0 mPTA

THT SA

Las Mercedes 25, 6; dep 4
48930 Las Arenas
Spain
Telephone: (34)-4-464-0133
Fax: (34)-4-463-6333
Services: Software, ProfSvcs
Profile: No

Subsidiary of Tubalex
Total Employees: 14
Total Revenue, FYE(12/88): 402.0 mPTA

Unisys Espana SA

Martinez Villersas 1
28027 Madrid
Spain
Telephone: (34)-1-403-6000
Fax: (34)-1-404-3750
Services: Software
Profile: No

President: Luis Felipe Vega Sordo
Subsidiary of Unisys Corp. (U.S.A.)
Total Employees: 726
Total Revenue, FYE(12/89): 29,280 mPTA







VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
S W E D E N

AB Adedata

Box 23055

75023 Uppsala

Sweden

Telephone: (46)-18-184400

Services: Processing, ProfSvcs

Profile: No

President/CEO: Hakan Ludin

Subsidiary of Anden Dios A/B

Total Employees: 110

Total Revenue, FYE(12/88): 89.0 mSK

ADB-Gruppen Scandinavian Software Systems AB

N. Bulltoftavagen 65A

Box 50504

202 50 Malmo

Sweden

Telephone: (46)-40 38 08 00

Fax: (46)-40 18 49 32

Services: ProfSvcs

Profile: Yes

MD: Goran Martenson

Status: Subsidiary of ADB Gruppen Mandator

Number of Employees: 226

Revenue (FYE 30-04-90): SEK 112 million

AU-System Invest AB

Ostmastargrand 8

Johanneshov

121 121

Sweden

Telephone: (46)-40 38 08 00

Fax: (46)-40 18 49 32

Services: ProfSvcs, Turnkey

Profile: Yes

Group MD: Ulf Jonstromer

Status: AB Programator subsidiary

Number of Employees: 140

Revenue (FYE 31-12-90) SEK 140 million

Backup Data Pulse AB

Box 2520

17102 Solna

Sweden

Telephone: (46)-8-820465

Fax: (46)-8-831082

Services: Processing, ProfSvcs

Profile: No

President/CEO: Kjersti Ulven Holm

Private Company

Total Employees: 135

Total Revenue, FYE(04/88): 30.0 mSK

Bonnier Data A/B

Box 9127

10272 Stockholm

Sweden

Telephone: (46)-8-180110

Fax: (46)-8-457093

Services: Processing

Profile: Yes

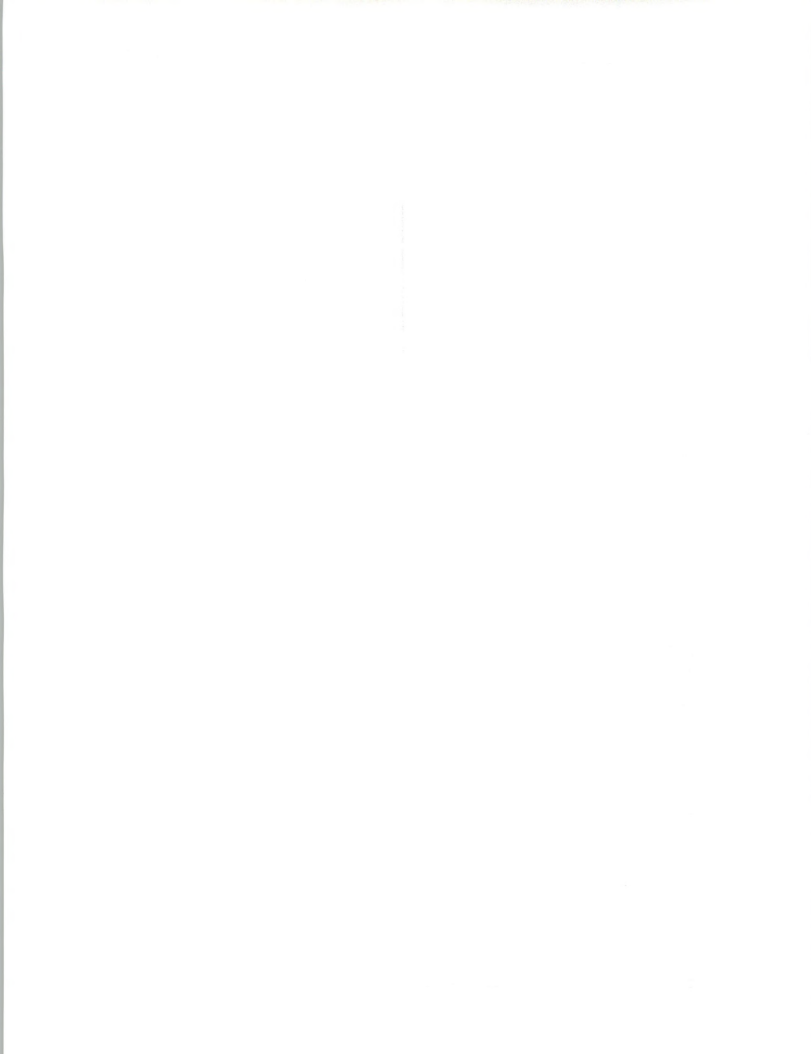
President/CEO: Karl Adolf Olson

CFO: Stefan Lindborg

Public Company

Total Employees: 250

Total Revenue, FYE(12/89): 182.6 mSK



Cap Gemini Logic (Sweden)

Kungsgatan 34

S-11134 Stockholm

Sweden

Telephone: (46)-8-700-2200

Fax: (46)-8-105651

Services: ProfSvc

Profile: Yes

President/CEO: Leif Nobel

Subsidiary of Cap Gemini (France)

Total Employees: 900

Total Revenue, FYE(12/89): 531.0 mSK

Capella AB

Box 50325

202 13 Malmo

Sweden

Telephone: (46)-40 29 01 00

Fax: (46)-40 18 61 76

Services: Processing

Profile: Yes

MD: Jan Jinert

Status: Microgen subsidiary

Number of Employees: 143

Revenue FYE (30-09-89): SEK 124.4 million

Communicator AB

Box 1310

Tritonvagen 25

171 25 Solna

Sweden

Telephone: (46)-8-764 4000

Fax: (46)-8-764 4500

Services: Professional, Software

Profile: Yes

CEO: Goran Saaf

Private Company

Number of Employees: 288

Revenue (FYE 31-12-89): SEK 212.4 million

Computer Associates Sweden AB

Smidesvagen 12

171 41 Solna

Sweden

Telephone: (46)-8 28 06 10

Fax: (46)-8 29 61 15

Services: Software, Professional

Profile: Yes

MD: Goran Wadsten

Status: Subsidiary

Number of Employees: 35

Revenue (FYE 31-03-90): SEK 47.7 million

Conor Information A/B

Box 30194

10425 Stockholm

Sweden

Telephone: (46)-8-737-1600

Fax: (46)-8-565-200

Services: Processing, ProfSvc

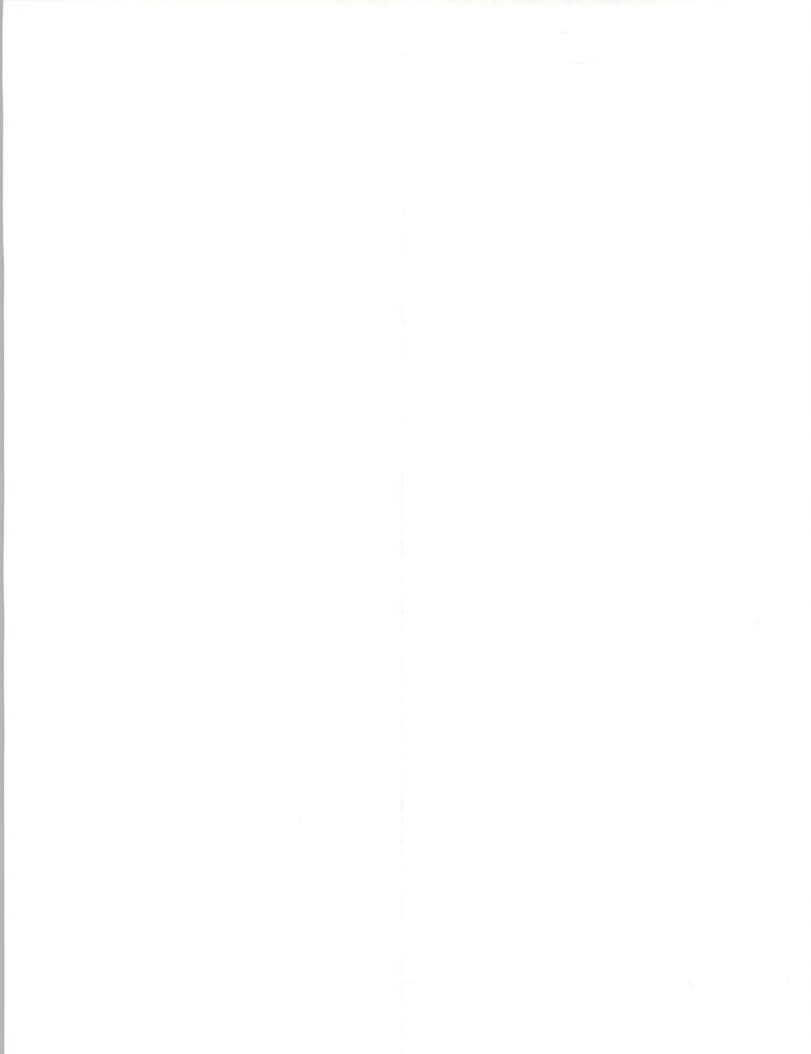
Profile: Yes

President/CEO: Stig Arne Rapp

Private Company

Total Employees: 212

Total Revenue, FYE(12/89): 213.0 mSK



CRS Datakraft AB

Box 20106

161 02 Bromma

Sweden

Telephone: (46)-8-750 4200

Fax: (46)-8-299574

Services: Processing

Profile: Yes

President/CEO: Hans Bergman

Subsidiary of Axel Johnson A/B

Total Employees: 150

Total Revenue, FYE(08/89): 173.0 mSK

Daab AB

Box 50242

20212 Malmö

Sweden

Telephone: (46)-40-181070

Fax: (46)-40-932668

Services: Software, Processing, ProfSvcs

Profile: No

President/CEO: Krister Birgersen

Private Company

Total Employees: 65

Total Revenue, FYE(12/88): 50.0 mSK

Databolin AB

Box 11564

10061 Stockholm

Sweden

Telephone: (46)-8 702 3500

Fax: (46)-8 421 1735

Services: Turnkey

Profile: Yes

MD: Olle Odman

Status: Subsidiary

Number of Employees: 560

Revenue (FYE 1-12-89): SEK 508.7 million

Datarutin AB

11333 Stockholm

Sweden

Telephone: (46)-8-349-645

Services: Processing, ProfSvcs

Profile: No

President/CEO: Anders Berggren

Private Company

Total Employees: 42

Total Revenue, FYE(04/88): 30.0 mSK

Datema A/B

Box 1355

Solna

Sweden

Telephone: (46)-8-799-400

Fax: (46)-8-280796

Services: Processing, ProfSvcs

Profile: Yes

President/CEO: Svein Kockberg

CFO: Lennart Lundh

Subsidiary of Tietotekdas

Total Employees: 328

Total Revenue, FYE(12/89): 244.3 mSK



Enator AB

Farogatan 7
Box 1213
164 28 Kista
Sweden
Telephone: (46)-8 750 7200
Fax: (46)-8 750 6394
Services: Professional, Software
Profile: Yes

MD: Rolf Thorsell
Status: Public
Number of Employees: 1,274
Revenue (FYE 31-12-89): SEK 624.9 million

Esselte A/B

Box 1374
S-171 27 Solna
Sweden
Telephone: (46)-8-734 3400
Fax: (46)-8-278425
Services: Turnkey
Profile: No

President/CEO: Sigvard Christiansson
Subsidiary of Esselte AB
Total Employees: 1500 (Scandinavia)
Total Revenue, FYE(12/89): 3,000.0 mSK

Finansrutin A/B

Box 19072
10432 Stockholm
Sweden
Telephone: (46)-8-160660
Fax: (46)-8-154357
Services: Software, ProfSvcs
Profile: No

President/CEO: Pal Bergstram
Private Company
Total Employees: 130
Total Revenue, FYE(12/88): 67.0 mSK

Frontec AB

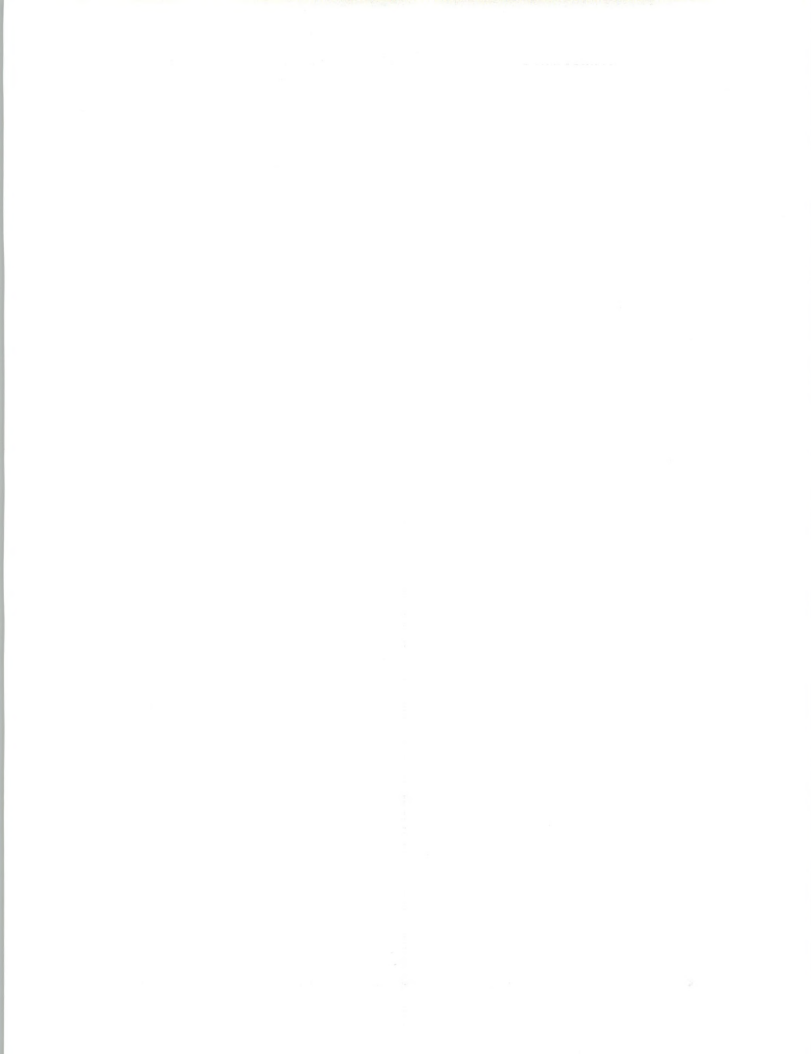
Malmvagen 28
Box 204
191 23 Sollentuna
Sweden
Telephone: (46)-8 623 7300
Fax: (46)-8 96 55 10
Services: Professional
Profile: Yes

MD: Bengt Wallentin
Status: Pending merger
Number of Employees: 132
Revenue (FYE 31-12-89): SEK 70.3 million

IBM Sweden AB

S-16392 Stockholm
Sweden
Telephone: (46)-8-793 1000
Services: Software, ProfSvcs
Profile: No

President/CEO: Per Olofsson
Subsidiary of IBM Corp.
Total Employees: 4,278
Total Revenue, FYE(12/89): 10,147 mSK



IDK Data AB (IDK)

Torpavallsgatan 9
416 73 Goteborg
Sweden
Telephone: (46)-31 84 01 20
Fax: (46)-31 84 93 52
Services: Professional, System Software
Profile: Yes

MD: Gunnar Falck
Status: Public
Number of Employees: 205
Revenue (FYE 31-08-89): SEK 102.1 million

Industri-Matematik AB

Kungsgatan 8
Stockholm
111 43
Sweden
Telephone: (46)-8 676 5000
Fax: (46)-8 676 5200
Telex: 17926
Services: Professional
Profile: Yes

MD: Martin Leimdorfer
Deputy MD: Hans Ebenfelt
Status: Public
Number of Employees: 190
Revenue (FYE 30-04-90): SEK 190.8 million

International Business Systems (IBS) AB

Box 3061
17203 Sundbyberg
Sweden
Telephone: (46)-8 627 2300
Fax: (46)-8 764 5965
Services: Professional, Software
Profile: Yes

MD: Staffan Ahlberg
Status: Public
Number of Employees: 1,200
Revenue (FYE 31-12-89): SEK 477 million

Kalldata AB

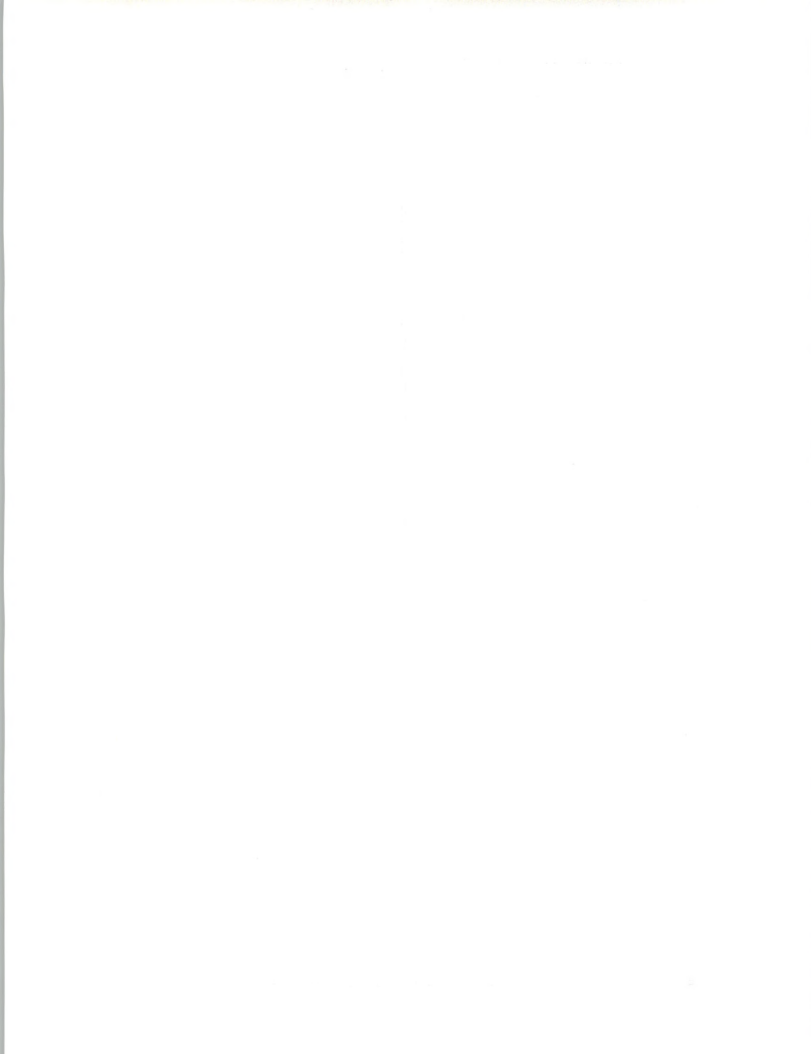
Riddargatan 8
Box 433
90109 Umea
Sweden
Telephone: (46)-90-13 53 70
Fax: (46)-90-12 47 54
Services: ProfSvc
Profile: Yes

President/CEO: Kjell Wallmark
Public Corporation
Total Employees: 160
Total Revenue, FYE(12/89): 71.8 mSK

Kommundata AB

S-125 86 Alvsjo
Sweden
Telephone: (46)-8 749 8000
Fax: (46)-8 863056
Services: Network, Professional, Processing
Profile: Yes

MD: Gote Jonsson
Status: Private
Number of Employees: 1,416
Revenue (FYE 31-12-89): SEK 1.16 billion



Lantbruksdata AB

63184 Eskilstuna

Sweden

Telephone: (46)-16 300

Fax: (46)-16 3030

Services: Processing

Profile: Yes

MD: Kurt Calming

Vice MD: Ovar Larsson

Status: Owned by Swedish Farmers

Number of Employees: 401

Revenue (FYE 31-12-89): SEK 314.3 million

LM Ericsson Data Services AB

Gotlandsdägen 230, Älvsjö

S-125 82 Stockholm

Sweden

Telephone: (46)-8 726 2500

Fax: (46)-8 647 1058

Services: Professional, Network

Profile: Yes

CEO: Bengt Bolin

Status: Subsidiary of LM Ericsson

Number of Employees: 532

Revenue (FYE 31-12-89): SEK 5(46)-million

Maldala AB

Dalvagen 28

171 36 Solna

Sweden

Telephone: (46)-8 734 4000

Fax: (46)-8 82 26 97

Services: Professional, Turnkey

Profile: Yes

MD: Gunnar Calais

Status: Public

Number of Employees: 283 (Group)

Revenue (FYE 31-12-89): SEK 165.6 million

Modulforetagen AB

Parkvagen 2A

171 38 Solna

Sweden

Telephone: (46)-8 136400

Fax: (46)-8 136440

Services: Processing, ProfSvcs

Profile: Yes

President/CEO: Tony Brismo

Public Company

Total Employees: 440

Total Revenue, FYE(12/89): 353.2 mSK

Nordic Team Computer Service AB

Box 1429

17127 Solna

Sweden

Telephone: (46)-8-850070

Services: ProfSvcs, SysInt

Profile: No

President/CEO: Jan Berg

Subsidiary of Teamco Norge

Total Employees: 110

Total Revenue, FYE(12/88): 242.0 mSK



On Line

Box 3008
17103 Solna
Sweden
Telephone: (46)-8-730-5400
Services: ProfSvcs, SysInt
Profile: Yes

President/CEO: Erik Tyllenhammar
Subsidiary of Svenska Datacentralen
Total Employees: 45
Total Revenue, FYE(12/88): 60.0 mSK

Pressdata A/B

Box 3217
10364 Stockholm
Sweden
Telephone: (46)-8-346620
Services: Processing
Profile: No

President/CEO: Ingemar Gotlin
Subsidiary of Bonnier Magazine
Total Employees: 60
Total Revenue, FYE(12/88): 35.0 mSK

Primdata A/B

Box 1000
61301 Oxelosund
Sweden
Telephone: (46)-155-55000
Fax: (46)-155-55002
Services: Processing, ProfSvcs
Profile: Yes

President/CEO: Svein Erik Hult
CFO: Jan Erikson
Subsidiary of Svenskt Stal AB
Total Employees: 230
Total Revenue, FYE(12/89): 183.4 mSK

Programator AB

Box 20072
16120 Bromma
Sweden
Telephone: (46)-8-799 3500
Fax: (46)-8-98 7475
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Anders Skarin
Public Company
Total Employees: 1,858
Total Revenue, FYE(12/89): 3650.0 mSK

Sapia AB

Skoldungagatan 3
114 27 Stockholm
Sweden
Telephone: (46)-8 11 20 35
Fax: (46)-8 10 81 86
Services: Processing, Professional
Profile: Yes

CEO: Dan Olofsson
Status: Public
Number of Employees: 1,524
Revenue (FYE 30-04-90): SEK 1.18 billion



Sifferservice Datasentral A/B

Box 1241
17124 Solna
Sweden
Telephone: (46)-8-799-6100
Fax: (46)-8-984995
Services: Processing, SysInt
Profile: No

President/CEO: Per Olof Peterson
CFO: Pehr Juhlin-Dannfelt
Public Corporation
Total Employees: 55
Total Revenue, FYE(12/88): 40.0 mSK

SKD Foretagen AB

Jungfrudansen 21
Box 4040
171 04 Solna
Sweden
Telephone: (46)-8 730 0300
Fax: (46)-8 27 91 25
Services: Processing, Professional
Profile: Yes

MD: Mats Hentzel
Status: Government owned
Number of Employees: 860
Revenue (FYE 31-12-90): SEK 1.06 billion
(forecasted)

Spadab AB

Box 341
101 24 Stockholm
Sweden
Telephone: (46)-8 13 40 00
Fax: (46)-8 56 31 89
Services: Professional, Processing
Profile: Yes

CEO: Anders Wahlstrom
Status: Subsidiary
Number of Employees: 564
Revenue (FYE 31-12-89): SEK 1,245 Billion

Stroede Dataservice A/B

Varla Industriomrade
43482 Kungsbacka
Sweden
Telephone: (46)-300-5050
Services: Processing
Profile: No

President/CEO: Per Edlund
Subsidiary of Stroede AB
Total Employees: 155
Total Revenue, FYE(04/88): 122.0 mSK

Svenska Datasentralen AB

Norgegatan 2
Box 1235
16428 Kista
Sweden
Telephone: (46)-8-703-5300
Fax: (46)-8-750-6698
Services: Processing
Profile: Yes

President/CEO: Rolf Backlund
CFO: Bengt Almberg
Subsidiary of Sapia
Total Employees: 320
Total Revenue, FYE(12/90): 375.0 mSK



Telub Service AB

Box 278
35105 Vaxjo
Sweden
Telephone: (46)-470 71700
Fax: (46)-470 71790
Services: Customer
Profile: Yes

CEO: Goran Stenudd
Marketing Director: Bertil Ullergren
Status: Limited company
Number of Employees: 175 (Sweden), 350 Europe.
Revenue (FYE 31-08-89): SEK 204 million

WM-data Nordic AB

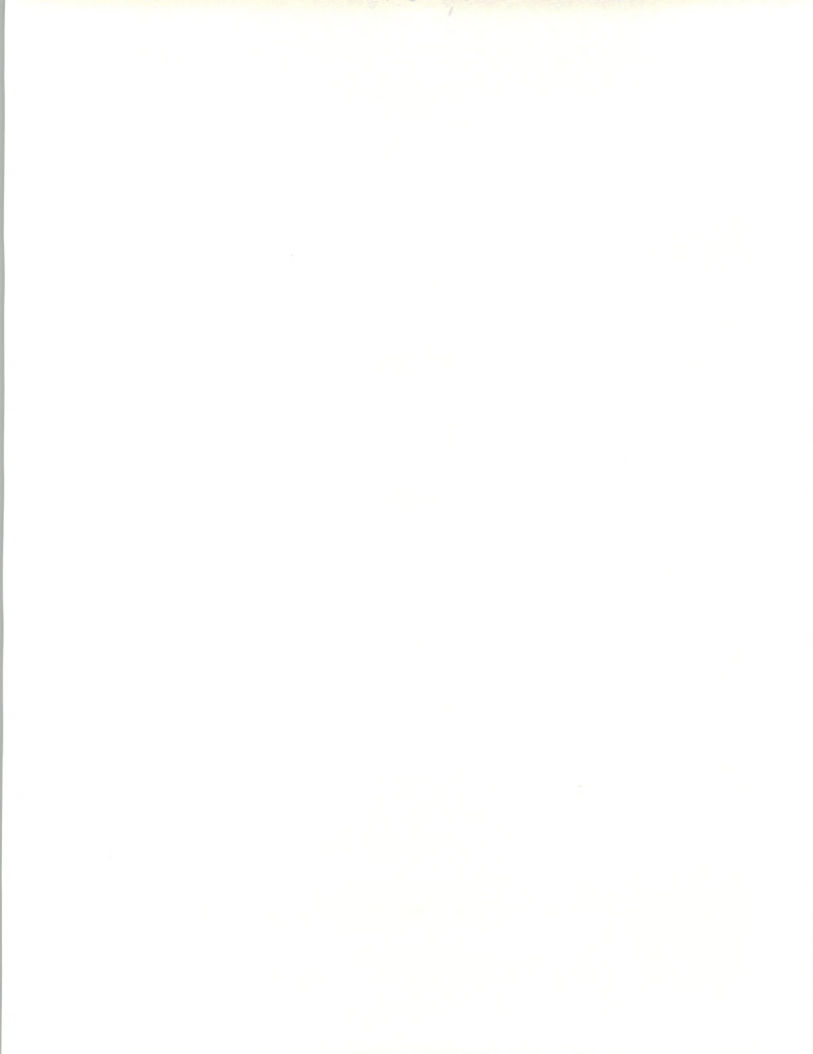
Sandhamnsgatan 71
Box 270 30
102 51 Stockholm
Sweden
Telephone: (46)-8 24 73 60
Fax: (46)-8 66 50 779
Services: Processing, Professional
Profile: Yes

CEO: Thord Wilkne
Chairman: Hans Mellstrom
Status: Public
Number of Employees: 677 (950 including EDEBE
RASAB)
Revenue (FYE 31-12-89): SEK 476.7 million

Wollindata

Box 513
2105 Johaneshov
Sweden
Telephone: (46)-8-492880
Services: SysInt
Profile: No

President/CEO: Mr. Gunnar Ore
Private Company
Total Employees: 24
Total Revenue, FYE(12/88): 15.0 mSK







**VENDOR ANALYSIS PROGRAMME
1990 DIRECTORY
UNITED KINGDOM**

3COM (U.K.) LTD

Pacific House
Third Avenue
Globe Park
Marlow
Buckinghamshire
United Kingdom
Telephone: (44)-628 890 670
Fax: (44)-628 890 026
Services: Customer, Professional
Profile: Yes

Managing Director: Mr. R. Joyce
Marketing Manager: Mr. P. Trowbridge
Number of Employees: 70
Status: 3COM U.S. subsidiary
Revenue, FYE 5-31-89: \$56.1m (Europe)

Abtex Systems Limited

58-60 Carden Place
Aberdeen, Scotland
United Kingdom
Telephone: (44)-0224-647074
Services: ProfSvcs
Profile: No

Total Employees: 45

ACT (Computer Services) Limited

ACT House
Telephone Avenue
Bristol BS1 4BS
United Kingdom
Telephone: (44)-0272-211733
Services: Processing, ProfSvcs
Profile: No

Subsidiary of GM Thornton Holdings PLC
Total Employees: 90

Admiral Computing Group PLC

Admiral House
193-199 London Road
Camberley, Surrey GU15 3JT
United Kingdom
Telephone: (44)-276-692269
Fax: (44)-276-691541
Services: ProfSvcs
Profile: Yes

Chairman: Clay Brendish
Public Corporation
Total Employees: 339
Total Revenue, FY(12/89): £15.98 m

Advanced Marketing Management Limited

13/15 Church Street
Welwyn
Hertfordshire
United Kingdom
Telephone: (44)-04387-15011
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 15



AGS Information Services Limited

High Holborn House
52-54 High Holborn
London WC1 V6RL
United Kingdom
Telephone: (44)-404-5121
Services: Software, Prof Svcs
Profile: Yes

CEO: Anthony F. Stepanski
Subsidiary of NYNEX (USA)
Total Employees: 150
Total Revenue, FY(12/89): £15 m

AIM

Victoria House
Derringham Street
Hull HU3 1EL
United Kingdom
Telephone: (44)-0482-26971
Services: Software, Prof Svcs, Network
Profile: No

Chairman/CEO: Clive T.S. Telfer
Subsidiary
Total Employees: 285
Total Revenue, FYE(4/89): £12.0 m

Allen Computer Services Limited

Allen House
Station Road
Egham, Surrey TW20 GNT
United Kingdom
Telephone: (44)-0784-37411
Services: Software
Profile: No

Total Employees: 70

Amdahl Corporation

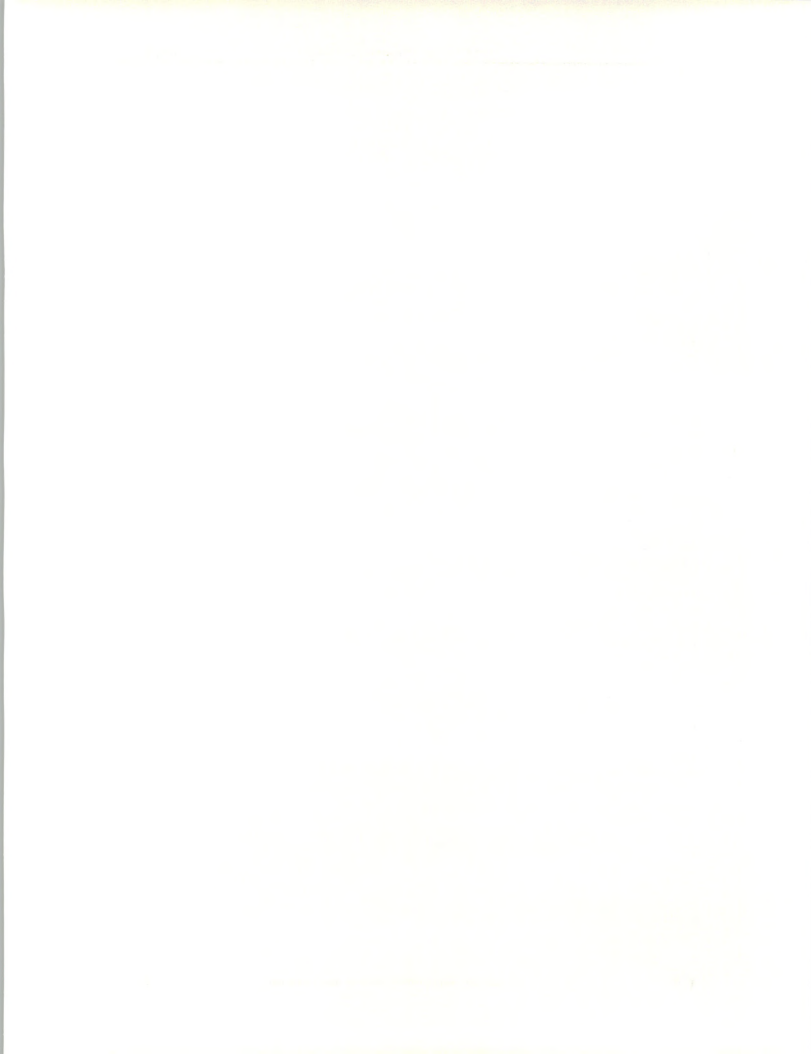
European Headquarters
Amdahl International Management Services Ltd
Dogmersfield Park
Hartley Wintney
Hampshire RG27 8TE
United Kingdom
Telephone: (44)-252 344400
Fax: (44)-252 34211
Telex: 851 858486
Services: Customer
Profile: Yes

Chairman (Europe): Peter V. Williams
Status: U.S. public co.
Number of Employees: 8,200 worldwide
Revenue (FYE 31-12-89): \$34 million (Europe), \$2.1 bn (worldwide)

Ampersand Systems Limited

Armourers House
50 Queen Charlotte Street
Bristol BS1 4HE
United Kingdom
Telephone: (44)-272-279-726
Fax: (44)-272-230604
Services: Software
Profile: No

Director: John Hudson
Total Employees: 50



AMP Group Limited

Holly House, 40 Heath Road
Twickenham
Middlesex TW1 4DJ
United Kingdom
Telephone: (44)-01-891-6226
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 40

The Analysis Corporation

Bowater House
68 Knightsbridge
3rd Floor Ibex House
London SW1X 7UT
United Kingdom
Telephone: (44)-71 225 3955.
Fax: (44)-71 581 9068
Services: Network
Profile: Yes

CEO: Andrew Douglas
Status: Private
Number of Employees: 60

Andersen Consulting

2 Arundel Street
London WC2R 3LT
United Kingdom
Telephone: (44)-1-438 5000
Fax: (44)-1-831-1133
Services: ProfSvcs, SysInt
Profile: Yes

Managing Partner: Keith Burgess
Partnership
Total Employees: 1,200
Total Revenue, FYE(8/90): £115 m

Application Programming Techniques Limited

Kemp House, 152-160 City Road
London EC1 V2NP
United Kingdom
Telephone: (44)-01-251-6681
Services: Software
Profile: No

Private Company
Total Employees: 20

Apricot Financial Systems Limited

The Cloisters, 12 George Road
Edgbaston
Birmingham B15 1NP
United Kingdom
Telephone: (44)-021-455-6111
Services: Software
Profile: No

Subsidiary of Apricot Computers PLC
Total Employees: 200

Arden Computer Services Limited

Masons Road
Stratford-upon-Avon
Warwickshire CV37 9YU
United Kingdom
Telephone: (44)-0789-298689
Services: Software, Turnkey, ProfSvcs
Profile: No

Subsidiary of Mathew Hall Group PLC
Total Employees: 22



ASK Computer Systems (UNITED KINGDOM) Limited

Exchange House, 446 Midsummer Boulevard

Central Milton Keynes MK9 2EA

United Kingdom

Telephone: (44)-0908-690600

Services: Software, Turnkey

Profile: No

Subsidiary of ASK Computer Systems Inc. (U.S.A.)

Total Employees: 41

Assyst (UNITED KINGDOM) Computer Services Limited

Arden House, West Street

Leighton Buzzard

Bedfordshire LU7 7DD

United Kingdom

Telephone: (44)-0525-382626

Services: Software, ProfSvcs

Profile: No

Subsidiary of Assyst Ract Group, Holland

Total Employees: 30

AT&T Istel Limited

P.O. Box 5, Grosvenor House

Prospect Hill, Redditch

Worcestershire B97 4DQ

United Kingdom

Telephone: (44)-0527-64274

Services: Turnkey, Processing, ProfSvcs

Profile: Yes

CEO: Chris Chiles

Subsidiary of AT&T (U.S.A.)

Total Employees: 1,500

Total Revenue, FY(12/90): £190m

Autofile Ltd

Weston Road

Trading Estate

Slough SL1 4HR

United Kingdom

Telephone: (44)-753-82221

Fax: (44)-753-76200

Services: Turnkey

Profile: Yes

President/CEO: R. McPherson

Private Company

Total Employees: 170

Total Revenue, FYE(12/90): £10.3m

Automatic Data Processing (ADP Limited)

ADP House, Pinetrees, Chertsey Lane

Staines, Middlesex TW18 3DS

United Kingdom

Telephone: (44)-0784-51355

Fax: (44)-0784-62589

Services: Processing

Profile: No

Subsidiary of ADP Group (U.S.A.)

Total Employees: 200



Bachman Information Systems Ltd

P.O. Box 14
Bagshot
Surrey GU10 5JD
United Kingdom
Telephone: (44)-276 51 007
Fax: (44)-276 51 660
Services: Professional
Profile: Yes

Chairman: Philip Hill
MD: Paul Wiltshire
Customer Services Director: Graham McAlister
Status: Subsidiary

Bakst International (U.K.) LTD.

9 Portland Business Centre
Manor House Lane
Datchet
Slough SL3 GE9
United Kingdom
Telephone: (44)- 753 581910
Fax: (44)- 573 580457
Services: Professional
Profile: Yes

CEO: Mr. D. S. Skillen
Status: subsidiary
Number of employees: 12
Revenue: (FYE 29/12/89)
WW: \$12m, U.K.: £600K

BBN UNITED KINGDOM Ltd

1 Heathrow Boulevard
286 Bath Road
West Drayton Middlesex UB7 0DQ
United Kingdom
Telephone: (44)-81 745 2800
Fax: (44)-81 759 7177
Telex: 9419760
Services: Software, Turnkey
Profile: Yes

CEO: Stephen Levy
Status: Subsidiary of U.S. Co.
Number of Employees: 3,000 worldwide, 28 U.K.
Revenue (FYE 30-6): \$292m worldwide, \$20m
Europe (estimated)

BEC Systems Services Plc

Elizabethan House
95 Preston New Road
Blackburn, Lancashire BB2 6AY
United Kingdom
Telephone: (44)-254-682683
Fax: (44)-254-583836
Services: Turnkey
Profile: Yes

President/CEO: Joe Norris
Total Employees: 100
Total Revenue, FYE(/87): £2.7 m

Binder Hamlyn Management Consultants

8 St. Bride Street
London EC4A 4DA
United Kingdom
Telephone: (44)-353-3020 or
Fax: (44)-583-3303
Services: ProfSvcs
Profile: No

Subsidiary of Binder Hamlyn
Total Employees: 40



The BIS Group

20 Upper Ground
London SE1 9PN
United Kingdom
Telephone: (44)-71 633 0866
Fax: (44)-71 261 0145
Telex: 919642
Services: Software, Professional
Profile: Yes

CEO: Roger Graham
Status: NYNEX subsidiary
Number of Employees: 2,000
Revenue (FYE 31-12-89): £105.7m

Bluebird Software Limited

Old Bushey Court, High Street
Bushey, Hertfordshire WD2 3DB
United Kingdom
Telephone: (44)-01-950-0355
Services: Software
Profile: No

Total Employees: 180

BML (Office Computers) Limited

Nutfield House, 11 High Street
Nutfield, Surrey RH1 4HH
United Kingdom
Telephone: (44)-0737-822778
Services: Turnkey
Profile: No

Private Company
Total Employees: 20

BOC Training Services

Glenthorne House, Hammersmith Grove
Hammersmith, London W6 0ND
United Kingdom
Telephone: (44)-81-741 9345
Fax: (44)-81-748-4216
Services: ProfSvcs
Profile: No

CEO/President: Howard Wright
Subsidiary of BOC Group
Total Employees: 30

Boole and Babbage (UNITED KINGDOM) LTD.

Floor 2, Watford House
Denmark Street
Wokingham
Berkshire RG11 2YF
United Kingdom
Telephone: (44)-734 794789
Fax: (44)-734 772658
Services: Software, Professional
Profile: Yes

General Manager: Mr. R. Vincent
Status: Subsidiary of Boole and Babbage
Number of employees: 35 (U.K.), 200 (Eur.)
Revenue: (YE 1989) \$34m (Europe)



BOS Software Limited

87-89 Saffron Hill

London EC1 N8QU

United Kingdom

Telephone: (44)-831-8811

Fax: (44)-831-2116

Services: Software

Profile: No

Subsidiary of Misys Group

Total Employees: 100

Brandt Computer Systems Limited

164 Thornton Road, Thornton Heath

Surrey CR4 6BB

United Kingdom

Telephone: (44)-81-683 1230

Fax: (44)-81-689 3602

Services: Turnkey, ProfSvcs

Profile: No

MD: M. James

Total Employees: 60

Total Revenue, FYE(/89): £4.0 m

Bransom Limited

Wilec House

82-88 City Road

London EC1Y 2BJ

United Kingdom

Telephone: (44)-01-253-2196

Fax: (44)-71 490 0595

Services: Software, ProfSvcs

Profile: Yes

Chairman: Roger Griffiths

Status: Private

Number of Employees: 80

Revenue (FYE 30-3-90): £6.75 million

British Medical Data Systems

Paddington House, Town Centre

Basingstoke

Hants RG21 1LJ

United Kingdom

Telephone: (44)-0256-57100

Services: Software, Turnkey

Profile: No

Subsidiary of SMS Group

Total Employees: 100

BRS Europe

11 Weymouth Street

London W1N 3FG

United Kingdom

Telephone: (44)-01-580-5271

Services: Software

Profile: No

Total Employees: 30

Butel Technology Limited

Butel House, 3 Great West Road

Chiswick, London W4 5QJ

United Kingdom

Telephone: (44)-01-995-1433

Services: Software, Turnkey

Profile: No

Subsidiary of Option Computer Group

Total Employees: 55



Caci Limited

Oriel House, 26 The Quadrant
Richmond, Surrey TW9 1DL
United Kingdom
Telephone: (44)-940-3606
Services: Software, ProfSvcs
Profile: No

Subsidiary of US company
Total Employees: 95
Total Revenue, FYE(/88): £5.0 m

CAD Industries LTD

Empire House
11 Mulcture Hall Road
West Yorkshire
Halifax HX1 1SP
United Kingdom
Telephone: (44)-422 322 120
Fax: (44)-422 360 886
Services: Software
Profile: Yes

M.D.: Mr. Elsy
Tech. Director: Mr. Perks
Status: Private
Number of Employees: 7
Revenue: (FYE 29-12-90 estimate) £600K

Calidus Systems Limited

79-83 Great Portland Street
London W1N 5RA
United Kingdom
Telephone: (44)-01-637-2511
Fax: (44)-01-580-9737
Services: Software, Turnkey
Profile: No

Total Employees: 45

CCF Downie Associates Limited

City Wall House
14-22 Finsbury Street
London EC2Y 9AY
United Kingdom
Telephone: (44)-256-6060
Fax: (44)-920-9671
Services: Software, Processing
Profile: No

Subsidiary of CCF Group PLC
Total Employees: 125

CDS Computer Design Systems Limited

Gresham Mill
South Hall Street
Salford
Manchester M5 4TP
United Kingdom
Telephone: (44)-61-832-9251
Fax: (44)-61-833 1680
Services: Software, Turnkey
Profile: No

CEO: W. Lea
Private Company
Total Employees: 60



Centre File Limited

75 Leman Street
London E1 8EX
United Kingdom
Telephone: (44)-01-480-3000
Services: Software, Turnkey, Processing, ProfSvcs
Profile: Yes

Subsidiary of National Westminster Bank
Total Employees: 1,050
Total Revenue, FYE(9/89): £72.9 m

Cincom Systems (U.K.) LTD.

The Cincom Building
99 Kings Street
Maidenhead
Berkshire SL6 1DP
United Kingdom
Telephone: (44)- 628 72731
Fax: (44)- 628 782 917
Services: Software, Professional
Profile: Yes

Managing Director: R. Drake
Status: U.S. subsidiary
Number of employees: 130
Revenue, FYE 1989: £14.2m

Citymax Integrated Information Systems Limited

Bush Lane House
80 Cannon Street
London EC4N 6HH
United Kingdom
Telephone: (44)-71-929 5005
Fax: (44)-71-621 1531
Services: Software, ProfSvcs
Profile: Yes

MD: Ahmad Abu El-Ata
Public Corporation
Total Employees: 175
Total Revenue, FYE(/90): £8.0 m

Clydeport Data Management Limited

16 Robertson Street
Glasgow G2 8DS
United Kingdom
Telephone: (44)-041-221-8733
Fax: (44)-041-248-3167
Services: Turnkey, Processing, ProfSvcs
Profile: No

Subsidiary of Clyde Port Authority
Total Employees: 30

CMG (Computer Management Group) Ltd

Carrier House
Warwick Row
London SW1E 5ER
United Kingdom
Telephone: (44)-71 630 7833
Fax: (44)-71 630 6677
Services: SI, Professional, Software
Profile: Yes

Group Director: Douglas Gorman
Status: Private
Number of Employees: 1055
Revenue (FYE 31-12-89): £85.6 million



Colvin Holdings Limited

Hammond House
Croydon Road
Caterham, Surrey CR3 6PB
United Kingdom
Telephone: (44)-883-340511
Fax: (44)-883-340327
Services: ProfSvcs
Profile: No

Chairman: Mr C.J. Streets

Total Employees: 45

Total Revenue, FYE(3/90): £7.0 m

Compel Plc

14 Watchmead
Welwyn Garden City, Hertfordshire AL7 1LT
United Kingdom
Telephone: (44)-707-373535
Fax: (44)-707-373438
Services: Turnkey, ProfSvcs
Profile: No

Public Corporation

Total Employees: 95

Total Revenue, FYE(3/89): £13.0 m

Compower Limited

Walsall Road
Cannock, Staffordshire WS11 3H2
United Kingdom
Telephone: (44)-0543-462511
Services: Software, Processing
Profile: Yes

CEO: Mr Gloyne

Subsidiary of British Coal

Total Employees: 100

Total Revenue, FY(12/89): £7.5m

Computations Europe LTD

Computations House
67 Station Rd
Redhill
Surrey RH1 1DL
United Kingdom
Telephone: 44 737 765 995
Fax: 44 737 766 034
Telex: 927389
Services: Processing, Professional, Software
Profile: Yes

CEO: Mr. R. A. Stew

Status: subsidiary of Computations Holdings Ltd.

Total Employees: 150

Revenue: (FYE 30-6-989): £9.1m(Eur)

C.A. Computer Associates Europe LTD

183/187 Bath Road
Slough
Berkshire SL1 4AA
United Kingdom
Telephone: (44)-753 77733
Fax: (44)-753 825464
Services: Software
Profile: Yes

MD: Abraham Azagury

Status: Subsidiary of Public Corporation, NYSE

Number of Employees: 5,000 worldwide

Revenue (FYE 3/31/90): \$602,297 (Europe)



Computer Marketing PLC

Yorktown House
8 Frimley Road
Camberley
Surrey, GU15 3HS
United Kingdom
Telephone: (44)-1 276 691 122
Fax: (44)-1 276 26859
Telex: 859310 CM-PLC-G
Services: Software, Customer, Professional
Profile: Yes

Chairman: Mr. Bruce Coward
Total Revenue, FY(12/88): £40 m

Computer People Group Plc

VLI House, 68-69 St. Martins Lane
London WC2N 4JS
United Kingdom
Telephone: (44)-71-836 8411
Fax: (44)-71-2405998
Services: ProfSvcs
Profile: No

Chairman: M.J. Bayfield
Public Corporation
Total Employees: 340
Total Revenue FYE (12/89): £69.9 m

Computer Service Technology LTD

Islington House
West Vale
Brown Lane West
Leeds LS12 6BD
United Kingdom
Telephone: (44)-532 342200
Fax: (44)-532 342233
Services: Software, Professional
Profile: Yes

CEO: Robert Henderson
Status: Private
Number of Employees: 280
Revenue (FYE 30-9-90): £5 million estimated

Computer Stand-By Limited

8 Hawley Road, Hinckley
Leicestershire LE10 0PR
United Kingdom
Telephone: (44)-455-619222
Fax: (44)-0455-611398
Services: ProcSvcs
Profile: No

Total Employees: 6

Coopers and Lybrand Associates

Plumtree Court
London EC4A 4HT
United Kingdom
Telephone: (44)-01-583-5000
Services: ProfSvcs
Profile: No

Total Employees: 730



Copystatic Systems Ltd

Floor 7
City House
Maid Marion Way
Nottingham
NG1 6BH
United Kingdom
Telephone: (44)-602 484 636
Fax: (44)-602 476 582
Services: Software, Turnkey
Profile: Yes

Chairman: D.C. Harper
Status: Private
Number of Employees: 64
Revenue (FYE 31-10-90): £3.4 million

Coulson Heron Associates Plc

Eldon Way
Crick
Northants NN6 7SL
United Kingdom
Telephone: (44)- 788 822133
Fax: (44)- 788 824144
Services: Software, Professional, Turnkey
Profile: Yes

Managing Director: Mr. Paul Heron
Status: Owned by MISYS
Number of Employees: 107
Revenue, (FYE 30/4/ 1990): £4.4m

Cray Research

Oldbury
Bracknell
Berkshire RG12 4TQ
United Kingdom
Telephone: (44)-344 485 971
Fax: (44)-344 426 319
Services: Customer
Profile: Yes

CEO: Don Whitting
Status: U.S. subsidiary
Number of Employees: 4,708 world-wide, 1,300 est
Europe
Revenue (FYE 31-12-89): \$784.7 million world-
wide, \$224.4 Europe.

Crest Peripheral Services

Webbs Court 8 Holmes Court
Early Reading RG6 2BH
United Kingdom
Telephone: (44)-734-660124
Fax: (44)-734-351650
Services: ProfSvcs
Profile: No

MD: Mr C. Roberts
Private Company
Total Employees: 13
Total Revenue, FYE(/90): £0.45 m

Data Logic Ltd

Queens House
Greenhill Way
Harrow
Middlesex HA1 1YR
United Kingdom
Telephone: (44)-81 863 0383
Fax: (44)-81 861 2010
Services: Software, Professional, Turnkey
Profile: Yes

Chairman: Mr J.M. Okenden
Status: Raytheon subsidiary
Number of Employees: 650
Revenue (FYE 31-12-89): £36.1m



Data Serve Ltd

Shire Park
Welwyn Garden City
Herts AL7 1LB
United Kingdom
Telephone: (44)-707-372166
Services: ProfSvcs
Profile: No

Total Employees: 250

Datastream International Limited

Monmouth House, 58-64 City Road
London EC1 Y2AL
United Kingdom
Telephone: (44)-71-250 3000
Fax: (44)-71-253 0171
Services: Processing
Profile: No

MD: Al Helman
Subsidiary of Dun & Bradstreet Corp.
Total Employees: 650

Digitus Limited

16-17 Clerkenwell Close
London EC1R 0AA
United Kingdom
Telephone: (44)-71-251-1010
Fax: (44)-71-251 1535
Services: ProfSvcs
Profile: No

Chairman/CEO: Clive Wooton
Total Employees: 100
Total Revenue FYE (/89): £6.3 m

Donovon Data Systems Limited

7 Farm Street
London W1X 7RB
United Kingdom
Telephone: (44)-01-629-7654
Services: Software, Processing
Profile: No

Public Corporation
Total Employees: 128

DSL Group Limited

115-129 Southwark Bridge Road
London SE1 ONB
United Kingdom
Telephone: (44)-01-403-3456
Services: Turnkey, ProfSvcs
Profile: No

Total Employees: 130

Easams Limited

Lyon Way, Frimley Road, Camberley
Surrey GU16 5EX
United Kingdom
Telephone: (44)-276-63377
Fax: (44)-276-683468
Services: Software, ProfSvcs
Profile: No

CEO: Angus Cairns
Subsidiary of GEC Group
Total Employees: 1,200
Total Revenue FYE (04/89): £39 m



Electronic Data Systems Corporation

International Headquarters
4 Roundwood Avenue
Stockley Park
Uxbridge
Middlesex UB11 1BQ
United Kingdom
Telephone: (44)-81 848 8989
Fax: (44)-81 756 0130
Services: Processing, ProfSvc, SysInt
Profile: Yes

President/CEO: Clyde Ziegler
Public Corporation
Total Employees: 7,000
Total Revenue, FY(/89): \$5.5bn

Engineering Computer Services LTD (ECS)

Cooper House
Dam Street
Lichfield WS13 6AA
Staffordshire
United Kingdom
Telephone: (44)-543 414751
Fax: (44)-543 250159
Telex: 336916 ECSLFDG
Services: Software, Professional
Profile: Yes

Chairman: Mr. David Foster
Private Company
Total Revenue, FY(89): £8m

Ernst & Young Management Consultants

Rolls House
7 Rolls Buildings
Fetter Lane
London EC4A 1NH
United Kingdom
Telephone: (44)-71 931 6870
Fax: (44)-71 931 6896
Services: Professional, Software
Profile: Yes

Senior Partner U.K. Consultancy: Peter Corrigan
Customer Service Director IES: Andrew Grant
Status: Partnership
Number of Employees: 50
Revenue (FYE 31-12-89): £5.5 million

Ferranti Computer Systems Limited

Simonsway
Wythenshawe
Manchester M22 5LA
United Kingdom
Telephone: (44)-061-499-3355
Services: Software, Turnkey
Profile: No

Total Employees: 1,900
Total Revenue, FYE(12/89): £55.0 m

FI Group PLC

Chesham House, Church Lane
Berkhamsted
Hertfordshire HP4 2HA
United Kingdom
Telephone: (44)-044-27-75051
Services: Software, Turnkey, ProfSvc
Profile: Yes

Chairman: D. Leighton Davies
Chief Executive : Hilary Cropper (Mrs.)
Status: Private
Number of Employees: 340
Revenue (FYE 30-04-89): £19.1 million



Fraser Williams Group Limited

Port of Liverpool Building
Pier Head
Liverpool L3 1BY
United Kingdom
Telephone: (44)-051-227-3371
Services: ProfSvcs
Profile: No

CEO: Tom McCafferty
Private Company
Total Employees: 740
Total Revenue, FYE(3/89): £24.8 m

Geisco Limited

Geisco House, 25/29 High Street
Kingston-upon-Thames
Surrey KT1 1LN
United Kingdom
Telephone: (44)-01-546-1077
Services: Processing, ProfSvcs
Profile: No

Subsidiary of GE (U.S.A.)
Total Employees: 150

GEAC Computer Corporation LTD

Hollywood Tower
Hollywood Lane
Cribbs Causeway
Bristol BS10 7TW
United Kingdom
Telephone: (44)-272 509003
Fax: (44)-272 590718
Services: Turnkey
Profile: Yes

MD: A.D. Bracey
Status: Canadian subsidiary
Number of Employees: 120 (U.K.)
Revenue (FYE 30-4-90): \$72.71m worldwide,
£9.3m U.K.

Granada Computer Services International LTD

Wallis House
27 Broad Street
Wokingham
Berks RG11 1AU
United Kingdom
Telephone: (44)-1 734 774 000
Fax: (44)-1 734 774 838
Services: Customer, Professional
Profile: Yes

CEO: Conor Kehoe
Total Employees: 2,800
Total Revenue FY(/89): £100 m

Grand Metropolitan Information Services Limited

Wyvern Way, Rockingham Road
Uxbridge
Middlesex UB8 2UD
United Kingdom
Telephone: (44)-0895-58111
Services: Software, Processing
Profile: No

Subsidiary of Grand Metropolitan Group
Total Employees: 200



Hogan Systems (UNITED KINGDOM) Limited

Hogan Business Centre, Church Street

West Woking

Surrey GU21 1DJ

United Kingdom

Telephone: (44)-483-727081

Fax: (44)-483-723962

Services: Software, ProfSvcs

Profile: No

Subsidiary of Hogan Systems (U.S.A.)

Total Employees: 110

Total Revenue FYE(/89): \$50 m

Hoskyns Group

Hoskyns House

130 Shaftesbury Avenue

London W1V 7DN

United Kingdom

Telephone: (44)-01-434-2171

Fax: (44)-01-437-6223

Services: ProfSvcs, SysInt

Profile: Yes

President/CEO: Geoff Unwin

Cap Gemini Subsidiary

Total Employees: 3,360

Total Revenue, FYE(10/89): £188.7 m

ICM

ICM House

Oakwell Way Birstall

West Yorks WF7 9LU

United Kingdom

Telephone: (44)-532-760066

Services: ProfSvcs

Profile: No

Total Employees: 90

Total Revenue, FYE(/88): £4.0 m

IMI Computing Limited

PO Box 1240, Witton

Birmingham B6 7UH

United Kingdom

Telephone: (44)-21-356-8383

Fax: (44)-21-356 0463

Services: Software, Processing

Profile: No

MD: D.A. Williamson

Subsidiary of IMI Group

Total Employees: 400

Information Builders (U.K.) Limited

Station House, 1 Harrow Road

Wembley

Middlesex HA9 6DE

United Kingdom

Telephone: (44)-01-903-6111

Fax: (44)-01-903-2191

Services: Software, ProfSvcs

Profile: No

Private Company

Total Employees: 10



Ingres Ltd

Anchor House, 15-19 Batten Street
London SW3 3TY
United Kingdom
Telephone: (44)-71-351-7722
Fax: (44)-71-351 9560
Services: Software, ProfSvcs
Profile: No

CEO: Paul Newton
Total Employees: 160

Instrem PLC

Computer Systems Division
Walton Industrial Estate
Stone
Staffordshire ST15 0LT
United Kingdom
Telephone: (44)-785 812131
Fax: (44)-0785 812460
Services: Software, SysInt, Professional
Profile: Yes

Managing Director: Mr. R. Turner
Status: Subsidiary
Number of Employees: 125
Revenue: FYE(29-12-89): £4.8m (CS division),
£8m (Group)

Integrated Computer Technologies LTD. (ICT)

Chancery House
53-64 Chancery Lane
London WC2A 1QU
United Kingdom
Telephone: (44)- 405 7222
Fax: (44)- 831 8357
Services: Professional, Software, Turnkey
Profile: Yes

Managing Director: Mr. C. Schowe
Status: Subsidiary of U.S. Co.
Number of Employees: 60
Revenue, (FYE 31-1-1989): £4.7m

IPL Information Processing LTD

Everleigh House
Grove Street
Bath BA1 5LR
United Kingdom
Telephone: (44)-225 444888
Fax: (44)-225 444400
Telex: 445986 IPL G
Services: Processing, Professional
Profile: Yes

MD: Clive B. Jones
Status: Private
Number of Employees: 220
Revenue (FYE 30-09-89): £6.75 million (estimated)

ITM Ltd

4 Crown Business Estate
Horton Road, West Drayton
Middlesex UB7 8H7
United Kingdom
Telephone: (44)-1890-1440
Services: ProfSvcs
Profile: No

Private Company
Total Employees: 20
Total Revenue, FYE(/88): £4.5 m



K3 Software Services Ltd

Severn House
Prescott Drive
Worcester WR4 9NE
United Kingdom
Telephone: (44)-905 754754
Fax: (44)-905 751155
Services: Customer
Profile: Yes

Joint MD: Merrvyn Farrant
Status: Private
Number of Employees: 100
Revenue(FYE 89): £3.2 million

Kalamazoo PLC

Northfield
Birmingham B31 2RW
United Kingdom
Telephone: (44)-21411-2345
Fax: (44)-21475-7566
Services: Software, Turnkey, ProfSvcs
Profile: Yes

President/CEO: Mike Langmore
Public Corporation
Total Employees: 1,400
Total Revenue, FYE(7/89): £64.5 m

Kewill Systems PLC

Ashley House
20-32 Church Street
Walton-on Thames
Surrey KT12 2QS
United Kingdom
Telephone: (44)- 932 248328
Fax: (44)- 932 221662
Services: Software, Professional
Profile: Yes

Chairman: Mr. K. Overstall
Status: Public
Number of employees: 500 (Europe)
Revenue: (FYE 31-3-90)
£17.1m (Group)

Kode Computers Limited

Kode House, Drakes Way
Greenbridge Swindon
Wiltshire SN3 3JIL
United Kingdom
Telephone: (44)-0793-511345
Services: ProfSvcs
Profile: No

Total Employees: 300

Logica PLC

64 Newman Street
London W1A 4SE
United Kingdom
Telephone: (44)-01-637-9111
Services: Software, ProfSvcs
Profile: Yes

Chairman: Philip Hughes
Public Corporation
Total Employees: 3,360
Total Revenue, FY(6/90): £187.4m



McDonnell Douglas (UNITED KINGDOM)

Boundary Way
Hemel Hempstead HP2 7HU
United Kingdom
Telephone: (44)-442-232424
Fax: (44)-442-56454
Services: SysInt, Network
Profile: Yes

President/CEO: Jeremy Causley
Subsidiary of McDonnell Douglas Corp. (U.S.A.)
Total Employees: 2,000
Total Revenue, FY(/88): £1.29bn

Macro 4 PLC

The Orangery
Turner Hill Road
Worth
Crawley, West Sussex
RH10 4SS
United Kingdom
Telephone: (44)-293 886060
Fax: (44)-293 886254
Telex: 8713 Macro G
Services: System Software
Profile: Yes

Managing Director: Tony Staples
Status: Public Company
Number of Employees: 90 (U.K.) 148 (Worldwide)
Revenue (FYE 30-6-90): £14.8 million

Metier Management Systems Limited

Metier House, 23 Clayton Road
Hayes, Middlesex UB3 1AN
United Kingdom
Telephone: (44)-01-848-3400
Fax: (44)-01-573-3884
Services: Software, Turnkey, ProfSvcs
Profile: Yes

Subsidiary of Lucas Industries
Total Employees: 350
Total Revenue, FY(7/89): \$100m

Microgen Holdings PLC

Watling Street
Radlett, Herts.
WD7 7HZ
United Kingdom
Telephone: (44)-923 852233
Fax: (44)-923 855075
Services: Processing
Profile: Yes

CEO: Patrick Frank Barbour
MD: John Anthony Thorpe
Status: Public
Number of Employees: 700 Europe
Revenue (FYE 31-10-89): £45.1 million

Micro System Maintenance Ltd

15 Westmead Ind Estate
Westlea Swindon
Wilts SN5 7YS
United Kingdom
Telephone: (44)-793-616-888
Fax: (44)-793-618507
Services: ProfSvcs
Profile: No

MD: J.E. May
Private Company
Total Employees: 130
Total Revenue, FYE(/90): £3.0m



Misys PLC

Ryon Hill House
Warwick Road
Stratford-upon-Avon
Avon CV37 ONZ
United Kingdom
Telephone: (44)-789 414 191
Fax: (44)-789 414 824
Services: Software, Professional, Network
Profile: Yes

Chairman: Mr. I.K. Lomax
Status: Public
Number of Employees: 1,200
Revenue (FYE 31-5-1990): £76.74 million

MMT Computing Plc

14 Angle Gate
London
EC1V 2PT
United Kingdom
Telephone: (44)-71 278 6211
Fax: (44)-71 833 8960
Services: Professional
Profile: Yes

CEO: Mr. J. Tilbrook
Status: USM quoted
Number of Employees: 200
Revenue (FYE 31-8-89): £7.4m

NMW Computers PLC

Stapeley House, London Road
Nantwich, Cheshire CW5 7JW
United Kingdom
Telephone: (44)-0270-626023
Services: Software, Turnkey, Processing
Profile: No

Total Employees: 260

P.A. Computers and Telecommunications

Rochester House, 33 Greycoat Street
London SW1P 2QF
United Kingdom
Telephone: (44)-01-828-7744
Fax: (44)-630-6311
Services: Software, Prof Svcs
Profile: No

Total Employees: 300

Paxus Corporation Ltd

PAXUS Financial Systems (U.K.) Ltd. (Head Office)
Paxus House
6/7 Pavilions
Ruscombe Business Park
Twyford, Reading
Berkshire RG10 9NN
United Kingdom
Telephone: (44)-734 342929
Fax: (44)-734 345696
Services: Turnkey, Professional
Profile: Yes

CEO: Neil Cullimore
Status: Australian subsidiary
Number of Employees: 375 (U.K.), 2,100
(worldwide)
Revenue (FYE 31-03-90): A\$17.5 million
(Europe/Africa), A\$205 million (worldwide)



P.E. International Plc

Park House, Wick Road
Egham, Surrey TW20 0HW
United Kingdom
Telephone: (44)-0784-34411
Fax: (44)-0784-37828
Services: Software, ProfSvcs
Profile: Yes

CEO: Hugh Lang
Public Corporation
Total Employees: 658
Total Revenue, FY(12/89): £58m

Planning Consultancy Limited

46-47 Pall Mall
London SW1Y 5JG
United Kingdom
Telephone: (44)-01-839-8890
Fax: (44)-01-839-7545
Services: Software, ProfSvcs
Profile: No

Total Employees: 250

Prime Computer (Computervision) Inc.

Beach House
373-399 London Road
Camberley
Surrey GU15 3HR
United Kingdom
Telephone: (44)-276 682 821
Fax: (44)-276 681 233
Services: Professional, Software, Customer
Profile: Yes

President: Jack Shields, Prime
President Computervision: Robert A. Fischer
Status: Public
Number of Employees: 9,000 worldwide, 3,500
Europe approximately
Revenue (FYE 31-12-89): \$1,650 million
worldwide, \$850 million Computervision, \$400
million Europe

Programming Research Ltd

Waynflete House
74-76 High Street
Esher, Surrey KT10 9QS
United Kingdom
Telephone: (44)-372 68353
Fax: (44)-372 68353
Services: Software, Professiona
Profile: Yes

CEO: A. Paul Blundell
Status: Private
Number of Employees: 10
Revenue (FYE 1989): £152K

Racal-Redac Systems Ltd

Newtown
Tewkesbury,
Gloucs, GL20 8HE
United Kingdom
Telephone: (44)-684 294161
Fax: (44)-624 299754
Services: Turnkey
Profile: Yes

MD: Dr. Gary Vanstone
Status: Subsidiary
Number of Employees: 750 worldwide, 400 Europe
Revenue (FYE 31-03-89): \$80 million worldwide,
\$37 million Europe



Quotient Plc

Finsgate, 5-7
Cranwood Street
London EC1V 9LH
United Kingdom
Telephone: (44)-71-251 6666
Fax: (44)-71-881 1950
Services: Software, ProfSvcs
Profile: No

Chairman/CEO: DTA Simon
Total Employees: 387
Total Revenue FYE (31/12): £19.1 million

Radius Computer Services LTD.

111 Marlowes
Hemel Hempstead
Herts HP11BB
United Kingdom
Telephone: (44)-442 212511
Fax: (44)-442 230393
Services: Processing, Professional, Customer
Profile: Yes

Chairman/Managing Director: Edward Sharp (Radius Plc)
Status: Subsidiary of Radius Plc
Number of Employees: 250
Revenue (FYE 30-11-89): £28.6m
(Radius Plc)

Reuters European Office

85 Fleet Street
London EC4P 4AJ
United Kingdom
Telephone: (44)-01-250-1122
Fax: (44)-01-353-1379
Services: ProfSvcs
Profile: Yes

President/CEO: Glen Renfrew
CFO: Nigel Judah
Total Employees: 10,000
Total Revenue, FYE (/88): £1,000.0 m

Sanderson Electronics Plc

Parkway House
Parkway Avenue
Sheffield S9 4WA
United Kingdom
Telephone: (44)-742 434373
Fax: (44)-742 431670
Telex: 547 413
Services: Turnkey, Customer
Profile: Yes

CEO: Paul Thompson
Status: Public
Number of Employees: 151
Revenue (FYE 30-9-89): £12m (U.K.)

Sapphire International Plc

1 Country Road
Ilford
Essex IG1 4QR
United Kingdom
Telephone: (44)-81 554 0582
Fax: (44)-81 518 4150
Services: Software, Turnkey, Professional
Profile: Yes

M.D.: Mr. S. Page
Status: Public
Number of Employees: 180
Revenue (FYE 31-12-90): £10.5 million



SBS Group Plc

22 Bloomsbury Square
London, WC1A 2NS
United Kingdom
Telephone: (44)-71 580 2355
Fax: (44)-71 636 9170
Services: Professional, Software
Profile: Yes

M.D.: Neil Wotherspoon
Finance Director: Gary Jones
Status: Private
Number of Employees: 180
Revenue (FYE 31-08-90): £10.8 million

Science Systems LTD

23 Clothier Rd
Brislington
Bristol BS4 5PS
United Kingdom
Telephone: (44)-272 717251
Fax: (44)-272 711125
Telex: 44772
Services: Professional, Turnkey, Software
Profile: Yes

MD: Dr. M.D. Love
Status: Private
Number of Employees: 162
Revenue (FYE 31-12-90): £7 million (estimated)

SD Scicon PLC

Centrum House
101-103 Fleet Road
Fleet-Hampshire GV13 8N2
United Kingdom
Telephone: (44)-252-622161
Fax: (44)-252-616480
Services: Software, ProfSvcs
Profile: Yes

President/CEO: Philip Swinstead
Public Corporation
Total Employees: 5,368
Total Revenue, FYE(12/89): £283.0 m

Sema Group PLC

22 Long Acre
London WC 2E9LY
United Kingdom
Telephone: (44)-01-379-4717
Fax: (44)-01-240-6778
Services: Software, ProfSvcs
Profile: Yes (France)

President/CEO: Pierre Bonelli
Public Corporation
Total Employees: 7,500
Total Revenue, FYE(12/89): £293 m

SIA LTD

Ebury Gate
23 Lower Belgrave Street
London SW1W 0NN
United Kingdom
Telephone: (44)-71 730 4544
Fax: (44)-71 730 6762
Services: Professional
Profile: Yes

Chairman: Bryan E. Mills
Status: Subsidiary of Pi Holdings
Number of Employees: 60
Revenue (FYE 31-12-90): £4 million (forecasted)



Sherwood Computer Service

North House, St. Edwards Way
Romford, Essex RM1 4AR
United Kingdom
Telephone: (44)-0708-24411
Services: Software, Turnkey
Profile: No

Public Corporation

Total Employees: 600

Software Sciences Limited

Mendon Avenue, Farnborough
Hampshire GV14 7NB
United Kingdom
Telephone: (44)-0252-544321
Services: Software, Turnkey, ProfSvcs
Profile: No

Subsidiary of Thorn Software

Total Employees: 865

Sorbus (UNITED KINGDOM) Ltd

13 Mount Road
Feltham, Middlesex TW13 6AR
United Kingdom
Telephone: (44)-81-898-9631
Fax: (44)-81-898 5250
Services: ProfSvcs
Profile: No

Subsidiary of Bell Atlantic Corp. (U.S.A.)

Total Revenue, FYE(11/89): £13.5 m

Sun Microsystems Europe Inc.

Bagshot Manor
Green Lane
Bagshot
Surrey GU19 5NL
United Kingdom
Telephone: (44)-276 51440
Fax: (44)-276 51287
Services: Customer
Profile: Yes

VP Europe: Darryl T. Barre

Status: subsidiary

Number of Employees: 17,200 world-wide, 4,000

Europe (est.)

Revenue (FYE 30-6-90): \$ 2.47 billion world-wide,

\$665.9 million Europe.

Storage Technology (Europe) Ltd (Storagetek)

Churston House
Portsmouth Road
Esher Surrey
KT10 9AD
United Kingdom
Telephone: (44)-372 69121
Fax: (44)-372 67738
Services: Customer
Profile: Yes

European VP: Derek Thompson

Status: Subsidiary

Number of Employees: 9,300, world-wide, 3000

Europe (estimated)

Revenue (FYE 31-12-89): \$982 million, \$197

million Europe



Syscom (Data Services) Ltd.

Kelvin House, The Broadway
Dudley
West Midlands DY1 4PY
United Kingdom
Telephone: (44)-384-2336701
Fax: (44)-384-239700
Services: ProfSvcs
Profile: No

President/CEO: J.K. Hill

Private Company

Total Employees: 40

Total Revenue, FYE(/89): £2.0 m (estimate)

Systems Resources Ltd

Systems House
27 Spon Street
Coventry CV1 3BA
United Kingdom
Telephone: 44 203 630630
Fax: 44 1 203 220246
Telex: 317165 SYSRES G
Services: Software, Professional
Profile: Yes

CEO: Paul Ingram

Status: Private

Number of Employees: 300

Revenue (FYE 30-09-90): £13m

Target Computer Group LTD.

Target House
5-19 Cowbridge Road East
Castlebridge
Cardiff CF1 9AB
United Kingdom
Telephone: (44)-222 228338
Fax: (44)-222 344024
Services: Software, Professional
Profile: Yes

CEO: D. G. Hawkins

Status: Private

Number of Employees: 130

Revenue: (FYE 1989): £4m

Technology Management Group Plc

21 Bristol Road
Metropolitan Centre
Greenford, Middlesex UB6 8UP
United Kingdom
Telephone: (44)-81-578-9222
Fax: (44)-81-578 5676
Services: ProfSvcs
Profile: No

CEO: R. Brittain

Private Company

Total Employees: 150

Total Revenue, FYE(/89): £7.0 m

Thorn EMI Software

Sunbury House
79 Staines Road West
Sunbury-on-Thames
Middlesex TW16 7AH
United Kingdom
Telephone: (44)-932 765511
Fax: 932 765259
Services: Professional, SystInt
Profile: Yes

CEO: Mr. Mike Smith

Status: Subsidiary of Thorn EMI Plc

Number of Employees: 2,300

Revenue (FYE 31-3-90): £130 million



Trace Computers Plc

224-232 St. John Street

London EC1V 4PH

United Kingdom

Telephone: (44)-71 490 4909

Fax: (44)-71 490 2109

Services: Professional, Turnkey

Profile: Yes

CEO: Robert Carefull

Status: Public

Number of Employees: 240

Revenue (FYE 31-05-90): £13.9 million

Vistec

Vistec House, Nottingham Road

Belper, Derbys DE5 1JQ

United Kingdom

Telephone: (44)-773-826811

Services: ProfSvcs

Profile: No

Total Revenue, FYE(/88): £20.0 m

XA Systems Corporation

Hatters Lane, Croxley Centre

WATFORD, Herts WD1 8YH

United Kingdom

Telephone: (44)-923 50707

Fax: (44)-923 30841

Services: Software

Profile: Yes

CEO: Lacy H. Edwards

General Manager U.K.: Pat Niesen

Status: U.S. Subsidiary

Number of Employees: 10

